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DEPARTMENT OF AGRICULTURE
UNIVERSITY OF ILLINOIS
URBANA, ILLINOIS

HC-OWAS CULTURE ASSIMILATOR

FORM NO. 1

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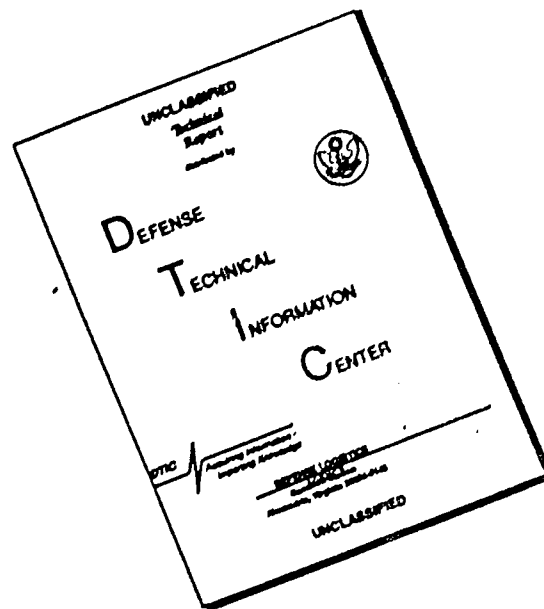
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GROUP EFFECTIVENESS RESEARCH LABORATORY

DEPARTMENT OF PSYCHOLOGY

UNIVERSITY OF ILLINOIS

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Fred E. Fiedler
Principal Investigator

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A Culture Assimilator: Honduran Culture

Introduction

THIS REPRESENTS

You are about to begin a short but compact course in Honduran culture by means of a special kind of programmed instruction called "a culture assimilator." Whether or not you have previously studied some subject by method of programmed instruction will probably not make much difference in regard to how much you learn in the area of Honduran culture. Because, while the basic principles of programmed instruction apply, the culture assimilator is also a unique program in both content and method.

When a person faces the need to learn another culture, there are several approaches possible. For example, he can read books, hear lectures, look at pictures and movies, talk to people from the culture, or actually visit the culture area, observing and taking part in it as he learns. Each method has its particular advantages; and each has its limitations. If he "faces the need to learn another culture," he is implying that he has a particular goal in mind that he wishes to accomplish; and in order to accomplish the goal, he needs to learn a culture different from his own. Consequently, his primary interest is in accomplishing the goal and not - unless he is an anthropologist - in studying the culture per se.

→ The culture assimilator is designed to increase the effectiveness of social interaction when people from different cultures are involved.

In other words, it is planned to help people accomplish their goals as effectively as possible when they must interact with people of different cultural backgrounds. It does not matter whether the learner's goal is academic, commercial, military, diplomatic or social (to name a few of the common kinds of cross-cultural interactions), there are certain parts of the foreign culture that he would benefit from knowing. Otherwise, he may not only waste time through trial-and-error-learning in the actual cross-cultural interaction, but some of those errors may even jeopardize the possibility of his ever satisfactorily accomplishing his goal- especially if his time for rectifying mistakes is limited.

Therefore, the culture assimilator attempts to provide the learner with the essential skills and knowledge that he needs in terms of his particular goal.

The culture assimilator is, unlike most books, lectures, and movies on Honduran culture, geared to your particular goal, rather than to any acquaintance with Honduran culture in general. Furthermore, unlike the other methods, it permits you to progress at your own rate of learning. If you indicate by a correct response that you know something, you will be instructed in the feedback to go on immediately to learn something else.

Continued from page 1

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Thus, the culture assimilator takes into account the fact that culture - like any other subject - is assimilated more easily and quickly by some people than by others. It recognizes the fact that individuals differ in their interest, in discrimination of, and experiences with cultures different from their own.

The culture assimilator is also unique in that it does not merely provide the learner with facts about the culture he is studying. Instead, along with some pertinent facts, the learner is given the opportunity to learn the culture by participating in it in a special way. That is, he is presented with significant situations which he is asked to consider, analyze, interpret, and respond to in various ways. Then the learner is given evaluative feedback about his responses, which help him to see the effect that his interpretation of and response to the situation might have had in actual cross-cultural interaction.

The burden of the learning is, of course, on the student. And the degree to which he distinguishes significant cultural differences, whether obvious or subtle, is an indication of how well he has assimilated the foreign culture. In many cases it will be entirely up to you to arrive at your choices without having been presented any of the "factual" information that you may be seeking. You will, in such a case, be given

enough "facts" to make a plausible inference on which to base your choice. In real-life situations, people do not always wear obvious labels (e.g., uniforms, insignia, etc.) identifying themselves nor do they always - even when asked - identify what they are doing, or why they are doing it.

Instructions

Write your name on your answer sheet now.

The culture assimilator presents an incident or a situation to you on one page and in paragraph form. Then you are asked to select one alternative from the next page that is appropriate to what is asked for, as well as to the situation as presented. After each alternative you will be directed to go to a particular page where you will be given evaluative feedback on your response. If your selection is not appropriate, you will be asked to make other selections.

Look at the answer sheet you have been given. After each of the numbers representing the alternatives there is a blank space. As you select the alternatives, please write the order in which you chose them. That is, if on item 198, your first choice is B, and B happens to be the best choice, your answer sheet will look like this:

198. A _____
B 1 _____
C _____
D _____

If, on the other hand, your first two choices on item 198 are not so good, your answer sheet might be marked as follows if you chose D first, then A, then B:

198. A 2 _____
B 3 _____
C _____
D 1 _____

This recording of choice sequence is of particular importance to us, since we are interested in studying how people learn from the culture assimilator. By examining the kinds and sequences of the mistakes that people make, we can revise and improve the culture assimilator for future students. This information, therefore, is strictly one kind of learning research data; it will not be used for any other purpose. We want to know the sequences by which learners arrive at the most appropriate alternatives.

As for the alternatives, you may sometimes feel that you do not have enough information to make a sound selection. In such a case, consider carefully the information that is available, and then respond as best you can in the framework required by the question. After all, most tourists do not study intensively the culture of every country they visit - yet they return home with many definite reactions to the people and cultures that they have been exposed to. The difference between the casual tourist and you is that the culture assimilator presents you with the culture organized in a pattern that is related to your goal; whereas, the tourist, usually meets culture randomly.

Although more than one alternative may seem appropriate to you sometimes, you are to select only one at a time. From among the alternatives listed, there is always one that is more appropriate than the others.

Turn only to the page indicated; you can use your eraser to help you flip pages easily. Read the passage attentively. Analyze thoroughly. Build on past learnings. Work quickly but carefully. Whenever you make an incorrect response you will be directed to return to the episode page. Re-read the episode carefully, looking for information or clues you may have missed the first time, then select another alternative.

Remember to record each choice you make in the appropriate place on the answer sheet.

Please record your selection on the answer sheet before you turn to that alternative.

The next page begins the assimilator, Good Luck!

The supply truck drove up to the clinic headquarters in the Honduran village with the driver and his helper and the two boys who were to live there for the next three weeks. No sooner had the truck stopped than it was surrounded by half-naked youngsters. The children climbed all over the truck, pulling out the suitcases and duffel bags, laughing all the time, while they continued to jabber rapidly to the route driver and any others who passed near them. On the fringe of this mob of children were a number of older boys and some men staring curiously at the group. Standing against the wall of the building was a small group of teenage girls and a few older women, and off to one side was a member of the Honduran military police watching the proceedings with casual interest. George, one of the newly arrived Amigos noticed that the route driver had left the milling throng of children and was talking to a man in the background who was smiling and talking animatedly. George noticed that his buddy, Brian, who spoke good Spanish, was already talking to some of the villagers in Spanish. They were laughing and joking in an apparently friendly manner.

George decided that while everyone else was busy he had best start moving the gear into the house. He looked around for their suitcases and bags but they were nowhere in sight. In broken Spanish he tried to ask one of the children what had happened to the bags. The child smiled broadly at him and spoke rapidly in Spanish. George could not understand a word and was becoming concerned about all their belongings. He was a little apprehensive as he knew that the Amigos had never been in this village before and the Hondurans had had almost no contact with Americans. He thought it strange that the route driver and others, who had been with the project the year before, did not seem to be concerned and were not as formal as he had imagined they would be among perfect strangers.

(You should now proceed to the next page where a question and alternative answers are given.)

On the basis of what you have read in this episode what do you think is the most likely explanation for the disappearance of the suitcases?

- A. They had been hidden by the children who were playing a game on the Amigos.

Go to page 10

(If this is your first choice, you should now place a number 1 beside letter A on your answer sheet. If it is your second, third, or fourth choice, place a number 2, 3, or 4 beside letter A.)

- B. Two of the children had used the planned confusion in order to steal the suitcases and were now rifling them for valuables.

Go to page 11

(If this is your first choice, you should now place a number 1 beside letter B on your answer sheet. If it is your second, third, or fourth choice, place a number 2, 3, or 4 beside letter B.)

- C. The children, like everyone else in Honduras were very friendly and hospitable. The children had already taken the suitcase into the house for the Amigos.

Go to page 12

(If this is your first choice, you should now place a number 1 beside letter C on your answer sheet. If it is your second, third, or fourth choice, place a number 2, 3, or 4 beside letter C.)

- D. The suitcases had been temporarily confiscated by the police to search them.

Go to page 13

(If this is your first choice, you should now place a number 1 beside letter D on your answer sheet. If it is your second, third, or fourth choice, place a number 2, 3, or 4 beside letter D.)

You chose A: They had been hidden by the children who were playing a game on the Amigos.

This could happen in Honduras, or anywhere else for that matter, but for a child to play jokes on a person generally indicates that the child has had some prior contact with that person and is on a familiar friendly basis with him. It is unlikely that jokes are played on perfect strangers.

Think carefully about what you have read. Reread the episode and make another choice.

Go to page 8

You chose B: Two of the children had used the planned confusion in order to steal the suitcases and were now rifling them for valuables.

On what did you base this choice? There was no information given in the episode to suggest that Hondurans are this calculating and dishonest. What is the one general idea that is expressed in the episode regarding the temperament of Honduran children and adults?

Reread the episode carefully and make another choice.

Go to page 8

You chose C: The children, like everyone else in Honduras were very friendly and hospitable. The children had already taken the suitcases into the house for the Amigos.

This is the best alternative. The one overriding idea throughout the episode is the open friendliness and hospitality of the Honduran people. Children, of course, as in most cultures, are less inhibited than the adults, but even the latter have no reservations about freely expressing friendliness and hospitality. To many Americans the Honduran appears totally unreserved and will gladly engage in conversation with perfect strangers. They appear basically to be a casual, unsophisticated, outgoing, friendly people and will generally react with open hospitality and total informality with most Americans. The more you can reciprocate the attitude of hospitality the more easily will you be assimilated into village life and the more effective and rewarding will be your stay. After spending three weeks in a village you will undoubtedly leave many close friends behind when you leave. The one best rule to learn if you learn nothing else is to be open, honest, and friendly to the villagers and they will accept you immediately and happily.

Go to page 14

You chose D: The suitcases had been temporarily confiscated by the police to search them.

There is no information in the episode that would suggest this alternative. While there was a policeman on the fringe of the crowd, he was mentioned as merely an interested, casual bystander. What is the one central idea conveyed by the information in the episode? Which alternative refers to that concept?

Reread the episode and make a better choice.

Go to page 8

After locating the suitcases, George noticed that the route driver was approaching him through the crowd along with the man to whom he had been talking. As they came up to him, the driver told George that he would like him to meet the Mayor of the village, Pedro Gonzalez. He then introduced George to the Mayor in Spanish. George, realizing that the Mayor was an important man in the village, wished to make a good impression upon him so he smiled broadly and grasped his hand in a firm handshake. The Mayor smiled, but George got the feeling that the Mayor was not as pleased with meeting him as he had been while talking to the route driver. The Mayor said a few words in Spanish to George and then turned to the route driver and the two continued to talk in Spanish, while George stood there somewhat embarrassedly.

What do you think best explains the Mayor's rather cool reaction upon meeting George?

- A. The Mayor expected George to be able to speak Spanish and was slightly peeved with him for not taking the trouble to learn the language before coming to the country.

Go to page 16

- B. The Mayor felt more at ease speaking to the route driver, as he had met him before and they were old friends, while George was a perfect stranger.

Go to page 17

- C. The Mayor suspected that George had an ulterior motive in being so friendly and smiling so broadly to a stranger.

Go to page 18

- D. It is not customary to grasp another person's hand firmly when shaking hands in Honduras.

Go to page 19

You chose A: The Mayor expected George to be able to speak Spanish and was slightly peeved with him for not taking the trouble to learn the language before coming to the country.

Like all people everywhere, the Hondurans accept it as a compliment that a foreigner takes the trouble to learn their language. However, the fact that George could not speak Spanish would not induce the Mayor to react rather coldly to him. Hondurans accept the individual the way he is and would be no less friendly to a person for not being able to speak Spanish. Remember Hondurans are basically friendly and hospitable.

Reread the episode and make another choice.

Go to page 14

You chose B: The Mayor felt more at ease speaking to the route driver, as he had met him before and they were old friends, while George was a perfect stranger.

Remember what you learned in the last episode. Hondurans are warm and friendly. It is true that the Mayor may have felt more at ease talking to the route driver for a number of reasons but this would not explain his apparent coldness to George.

Reread the episode and make another choice.

Go to page 14

You chose C: The Mayor suspected that George had an ulterior motive in being so friendly and smiling so broadly to a stranger.

This is inconsistent with what you have already learned. Why would someone who is warm and friendly suspect someone else of ulterior motives for acting hospitably. Accept the idea that Hondurans are a pleasant, hospitable, friendly people generally. Reanalyze the episode. Think closely about what transpired in the episode.

Make another choice.

Go to page 14

You chose D: It is not customary to grasp another person's hand firmly when shaking hands in Honduras.

Even if you did not know this, you should have been able to select this alternative by a process of elimination. All the other episodes were indications of lack of hospitality and coldness to strangers, which is contrary to reality and what you have already learned.

A strong firm handshake is not the sign of friendliness or masculinity in Honduras. Hondurans prefer that a handshake be a gentle, brief, joining of hands, rather than a contest of physical strength as it sometimes appears to be in America. Just how this custom evolved we do not know and it even appears to be a contradiction of certain other aspects of the Honduran personality. However, accept it, and try to remember not to shake hands with a Honduran the same way you would with an American. Freely offer your hand, but remember you are offering your hand in greeting, not trying to capture the other person's hand.

Go to page 20

After getting themselves settled into their house, the two boys set out to become acquainted with some of the villagers. Brian suggested they seek out the Mayor and talk with him for awhile. George mentioned that since they had already met the Mayor, maybe they should not bother him again. He suggested that they should become acquainted with some of the villagers, since they would be the people they wanted to come to the clinic. Brian replied that while it was true that they had met the Mayor already, it was only for a few minutes and they did not really have time to talk to him. He felt it would be advisable to get on really good terms with the Mayor before they did anything else. They decided to compromise. Brian would go and talk to the Mayor and George could go and meet some of the villagers. George, remembering the coolness of the Mayor when he first met him, still felt that he would rather avoid the Mayor for awhile, but since Brian spoke better Spanish than he did, he decided to go along with him.

Which of the two boys probably had the best idea and for what reason?

- A. Brian had the best idea because it is important to get on good terms with the Mayor by telling him about the project and asking him for suggestions.

Go to page 22

- B. George's idea to allow the Mayor to get over his initial coolness towards him was the best.

Go to page 23

- C. George was correct in going along with Brian and not going out by himself because Brian spoke better Spanish than he did and the villagers would be unhappy trying to communicate with George.

Go to page 24

- D. Brian had the best idea because he had noticed the reaction of the Mayor to George and felt it was necessary to go alone to clear up any misunderstanding.

Go to page 25

You chose A: Brian had the best idea because it is important to get on good terms with the Mayor by telling him about the project and asking him for suggestions.

This is the best alternative. Even though the boys had already met the Mayor it was only for a few minutes during the hustle and bustle of the arrival. The next thing to do is to go and have a fairly lengthy conversation with him. Be friendly and genuinely interested in him and the village. Explain what you would like to do and tell him about the project. Ask him for suggestions. While there are various guidelines to assist you in setting up your clinic, each village is different and has its unique problems. The Mayor can help you and guide you. But do not expect him to come to you with ideas. You must take the initiative. However, be careful to avoid giving the impression that you are TELLING the Mayor what you are going to do. Try to impress upon him that you want his assistance and welcome his suggestions. Use expressions like "What is wrong with this idea?" rather than "This is what I plan to do. What do you think of it?"

Now go to page 26

You chose B: George's idea to allow the Mayor to get over his initial coolness towards him was the best.

While respecting the feelings of the other person is very important, the rift that was established between the Mayor and George was only a minor one and would hardly require a cooling off period. Besides rather than ignore the Mayor it would be much more effective for George to go out of his way to heal any rift that might develop and actively court the friendship of the Mayor.

Reread the episode and make another choice.

Go to page 20

You chose C: George was correct in going along with Brian and not going out by himself, because Brian spoke better Spanish than he did and the villagers would be unhappy trying to communicate with George.

While it is easier to interact with people if you speak their language a lack of knowledge of the language is not a sufficient reason to avoid getting acquainted with them. Hondurans, as you have learned are very friendly and hospitable. They would react favorably to any attempt on your part to be friendly and try to become better acquainted regardless of the language barrier.

There is a much more important idea in this episode. Try again.

Go to page 20

You chose D: Brian had the best idea because he had noticed the reaction of the Mayor to George and felt it was necessary for him to go alone and clear up any misunderstanding.

It is always advisable to try to clear up any misunderstandings as rapidly and as efficiently as possible, but Brian's solution was not the best, in this case. The slight coolness of the Mayor to George was only minor and hardly worthy of a great explanation. Also in the event of misunderstandings of this type it is much better to patch them up by actions of hospitality and genuine friendship. You are bound to make little slips and social blunders, but they are usually forgiven if you are amiable with the people and show them that you are eager to get to know them and help them.

There is a better alternative.

Go to page 20

George and John, the newest arrivals on the Amigo project were discussing the events of their first few days in the village. George commented that he had been overwhelmed at the friendliness of the people throughout the whole first day and had enjoyed playing with the children and talking in Spanish to many of the people. He asked John if he felt the same. John replied that he had been very nervous about meeting everyone because he had heard there were so many problems one could run into, especially in getting the villagers to come to the clinic. They both had been busy, however, making contacts with all of the seemingly important people in the village without missing anyone. They had been told they must allow the people to gain confidence in them, but they didn't have much time. They both were surprised, however, at how successful they became. Within a very few days it seemed the whole village came to visit the clinic for one reason or another.

What was the most important factor in obtaining so much cooperation with the villagers?

- A. The Hondurans are friendly and cooperative to anyone who is friendly to them.

Go to page 28

- B. The villagers knew the boys wouldn't be there very long so they hurried to the clinic to get what they could get.

Go to page 29

- C. The Hondurans knew they could trust the Amigos because the boys spoke Spanish to them.

Go to page 30

- D. The Hondurans have a lot of respect for the leaders of their village and since the boys explained the clinic and got the help of the leaders, all the villagers were cooperative.

Go to page 31

You chose A: The Hondurans are friendly and cooperative to anyone who is friendly to them.

You have got the point that it is very important to be friendly. However, there is another more important point for getting the cooperation of the villagers. While being friendly is the first step in establishing a good relationship with the villagers, it would not insure that they would come to the clinic.

Reread the episode and make another choice.

Go to page 26

You chose B: The villagers knew the boys wouldn't be there very long so they hurried to the clinic to get what they could get.

You're not using your common sense or the material you have been given. This is not a very likely choice since most of the information you have been given so far has indicated it might be difficult to get the villagers to come to the clinic.

Reread the episode and make another choice.

Go to page 26

You chose C: The Hondurans knew they could trust the Amigos
because the boys spoke Spanish to them.

This is in no way the most important point in getting the Hondurans' cooperation. It is very unlikely that the Hondurans would trust you just because you spoke Spanish. Although they certainly appreciate being spoken to in their own language, it is not the only or the most important way to gain their trust and confidence.

Try again.

Go to page 26

Ycu chose D: The Hondurans have a lot of respect for the leaders of their village and since the boys explained the clinic and got the help of the leaders, the villagers were cooperative.

Right!

It is extrememly important that all of the formal as well as informal leaders of a village be sought out and the project explained to them before attempting to gain the confidence of the people. It is also important that you contact all possible leaders to avoid offending anyone. The Hondurans will gladly tell you who the leaders are if you ask. They usually include the Mayor, the teacher, the priest, the rich man in the village and the past Mayor. There may be others or they may vary from village to village.

Go to page 32

George and Bob were having a problem getting enough people to come to the clinic. George suggested that they go and visit the people in their homes and explain what the clinic was about to each of the villagers. Bob felt that since all of the villagers had come out to greet them when they arrived the villagers would think they were pushy Americans and matters would go from bad to worse. Bob then suggested that they go back and talk to the leaders of the village again and in this way the problem would be solved.

Which of the boys seemed to have the best reasoning on the subject?

- A. George, because often times the villagers don't quickly understand what a free clinic is all about.

Go to page 34

- B. Bob, because the villagers are a little touchy about being pushed into something.

Go to page 35

- C. Neither one, because the boys aren't likely to make any headway if they weren't a success at first.

Go to page 36

- D. Both, in addition to visiting the villagers the leaders should be contacted again and encouraged to help out.

Go to page 37

You chose A: Goerge, because often times the villagers don't quickly understand what a free clinic is all about.

You are using your information correctly. Since change is often difficult to understand it certainly would help to explain what you are doing to each villager. Also, this fits in with the idea that the Hondurans are a hospitable people and they would enjoy having the Amigos visit them. In most villages, it is alright to just walk in their houses unannounced.

Go to page 38

You chose B: Bob, because the villagers are a little touchy about being pushed into something.

You aren't making use of what you know about the Honduran villager. It is unlikely he would feel this way when he puts so much emphasis on being friendly and hospitable.

Reread the episode and make another choice.

Go to page 32

You chose C: Neither one, because the boys aren't likely to make any headway if they weren't a success at first.

With this attitude you won't have much luck introducing anything new into another culture. Use what you have learned about hospitality and friendliness, and make another choice.

Reread the episode and choose again.

Go to page 32

You chose D: Both, in addition to visiting the villagers, the leaders should be contacted again and encouraged to help out.

This isn't a bad choice, but it is not the best one. It is unnecessary to overwork if you make progress with one approach at a time. If the leaders have been contacted it is unlikely to help to contact them again unless other measures fail.

Try again.

Go to page 32

Mary and Ann had been in the village for three days and things were not going too well. Attendance at the clinic had been slow, and while the people were friendly when they passed on the street, they were not particularly cooperative. The girls complained of this to the route driver when he arrived that day and he suggested that perhaps the people in the village were not really aware of what the girls were there for. He suggested that the girls put up posters all over town to advertise the clinic. He gave them some poster cards and paints which he had in the truck and left the girls to their problem. After several minutes discussion the girls decided to print the following words (in Spanish, of course).

The clinic will be open from the hours of
10.00 a.m. to 12.00 noon and from 2:00 p.m. to 4:00 p.m.
Everyone is invited to attend. Mothers, particularly,
bring your children for free vaccinations and polio
shots. It is very important for you to have this
treatment as it will stop you from getting sick. You
don't have to make an appointment, just come whenever
the clinic is open. You are welcome.

The girls asked the Mayor if it was ^{all right} ~~alright~~ for them to put up the posters. He looked at the poster for a few minutes and said it was alright, but he did not sound too enthusiastic about it. The girls placed six of these posters in conspicuous places throughout the village. They noticed that many people would stop and stare at the posters for quite some time and would talk among themselves apparently about the information on the poster. However, attendance at the clinic did not improve very much and soon the girls noticed that the people seemed to be avoiding looking at the posters and also seemed rather cool to them when they did come to the clinic.

What mistake did the girls make that explains the reaction or lack of reaction of the villagers?

- A. The villagers resented having the posters placed up on the walls of their buildings.

. Go to page 40

- B. The posters were ineffective because they were too involved. Many Honduran villagers cannot read.

Go to page 41

- C. While the posters invited women and children it did not invite the men. The women would not attend without their husbands.

Go to page 42

- D. The people in this village just did not like or trust North Americans and so would not come to the clinic.

Go to page 43

You chose A: The villagers resented having the posters placed up
on the walls of their buildings.

This is highly unlikely. The Mayor had given his permission to do
so in the first place. The villagers showed no open resentment when the
posters were first put up. On the contrary, they became the center of
interest. This is not the correct alternative.

Try again.

Go to page 38

You chose B: The posters were ineffective because they were too involved. Many Honduran villagers cannot read.

This is by far the best alternative. It is true that many villagers are illiterate. Illiteracy is estimated at 70% in many parts of Honduras. Not only that, but the posters were singularly uninteresting. When trying to communicate ideas by posters it is necessary to be extremely simple in what you write and also to rely heavily on pictures or illustrations. Be imaginative. A simple illustration of the hypodermic syringe and a dying germ would have been much more effective, with the word "CLINICA" and the times it was open. An arrow pointing to the clinic would also be useful. Posters can be very effective in communicating ideas, but they must be simple. This is true even in countries with relatively high literacy rates. Which TV commercials do you remember most, the simple or the highly involved ones? Think how much more important simplicity must be to a villager who has perhaps had no more than one or two years of education. If the girls had been alert to cues they would have detected the note of reticence in the Mayor and probed deeper to attempt to discover what he really thought of the idea and the posters themselves. Hondurans will not readily criticize what you do, it is considered inhospitable, however, they are generally quite open and will respond honestly when you take the trouble to ask them for their opinions and assistance.

Now go to page 44

You chose C: While the posters invited women and children it did not invite the men. The women would not attend without their husbands.

You are right in thinking there are causes for conflict by not understanding the role and status of the two sexes in Honduras, but this interpretation is faulty. Honduran women seldom go anywhere with their husbands anyway. The fact that the men of the village were not invited in the posters would not be sufficient to keep them away and would certainly not keep the women away.

There is a much better alternative. Try again. Think carefully about the purpose of the poster and if it would persuade you to come to the clinic.

Go to page 38

You chose D: The people in this village just did not like or trust North Americans and so would not come to the clinic.

This is just not correct. Hondurans generally are very friendly to North Americans, even though they may sometimes wonder about the North American government. There was no information in the episode that would suggest that this was the case.

Try again!

Go to page 38

José, a Honduran villager, who voluntarily helped the Amigos at the clinic, was having a beer at the local tavern with many of his friends. They were discussing the clinic and the Amigos. Several of the friends expressed the feeling that they would like to go to the clinic but they could not afford to. José was confused because the Amigos had never taken money from the few villagers they had treated and they had never mentioned money to him. However, he had never noticed that any of the advertising for the clinic had emphasized free on the posters.

Why do you think José was confused?

- A. In Honduras no one does something for nothing.

Go to page 46

- B. It is commonly felt in Honduras that unless something is explicitly advertised as free, it must be paid for.

Go to page 47

- C. Hondurans feel that all North Americans are out to make a profit in any way they can.

Go to page 48

- D. José had just never seen the Amigos take money so he thought maybe they did when he wasn't looking.

Go to page 49

You chose A: In Honduras no one does something for nothing.

This is completely wrong. What about José? There are as many generous people in Honduras as anywhere. You are not using the information you have.

Reread the episode and make another choice.

Go to page 44

You chose B: It is commonly felt in Honduras that unless something is explicitly advertised as free, it must be paid for.

This is true. The Amigos should have made posters and advertised the clinic as being free. It is not unusual for a people who don't get many free services to assume they must pay for them. Also the fact that José had worked for profit-making American companies led to his confusion.

Go to page 50

You chose C: Hondurans feel that all Americans are out to make
a profit in any way they can.

Although, due to Cuban propaganda, some Hondurans might feel this way,
it does not explain José's confusion.

Reread the incident and make another choice.

Go to page 44

You chose D: José had just never seen the Amigos take money so
he thought maybe they did when he wasn't looking.

It seems unlikely that José would be confused if he felt this way.
It would solve the problem if they were taking money when he wasn't looking,
then the villagers would be paying for the medicine.

Reread the episode and make another choice.

Go to page 44

It was their first day to operate the clinic. There were more than 50 people milling around outside waiting to get in and the clinic itself was full of villagers, some who had received their shots and others who were waiting for theirs. The village Secretary told the Amigos that the Mayor had just arrived for his shot and that they should vaccinate him right away. The Amigos thought this a little strange, but agreed. When the Secretary brought forth the Mayor, along with him were 10 or 15 other people who the Secretary said were the Mayor's relatives and that the Amigos should look after them right away also. One of the Amigos became furious and said flatly that the Mayor and all his relatives would have to wait their turn. As he could see there were about 100 people ahead of them, many who had been waiting for quite a long time, and it was not fair to them that a bunch of people should go ahead of them just because they were related to the Mayor. He flatly refused to give them their shots and insisted that they go to the end of the line and wait just like everyone else. The Mayor and his relatives appeared to be rather unhappy but did go to the end of the line. The villagers who were in the clinic and saw what had happened started muttering among themselves, looking first to where the Mayor and his relatives were and then back at the Amigos. After this incident the Amigos got the feeling that they were not particularly liked by the villagers and if this were the case, they could not understand why since they felt they had acted very democratically.

What do you think best explains the interpretation of the incident by the villagers?

- A. The villagers were annoyed by the apparent boorishness of the Mayor and Secretary, and hence were embarrassed later in the presence of the Amigos.

Go to page 52

- B. The villagers were extremely pleased with the reaction of the Amigos, but were afraid to reveal their true feelings in front of the Mayor.

Go to page 53

- C. The villagers were unhappy with the request by the Secretary that the Mayor go first but they felt the Amigos should have complied with his wishes.

Go to page 54

- D. The villagers and the Mayor realized that the Secretary was at fault for making the suggestion in the first place and were pleased that the Amigos put him in his place. However, they did not want to show this feeling to the Amigos in front of the Secretary.

Go to page 55

You chose A: The villagers were annoyed by the apparent boorishness of the Mayor and Secretary and hence were embarrassed later in the presence of the Amigos.

It was quite possible that the villagers were annoyed by the incident but their coolness to the Amigos was not caused by embarrassment. Remember what we have said before about the relative status of the Mayor and other village officials. This answer is partly correct but there is a better one that more completely explains the situation.

Reread the episode and make another choice.

Go to page 50

You chose B: The villagers were extremely pleased with the reaction of the Amigos, but were afraid to reveal their true feelings in front of the Mayor.

This alternative makes a basic assumption that high status does not entitle a person to deference and that high status of an individual does not reflect on other members of his family. You have not been presented with any evidence to support either of these assumptions. Would you be extremely pleased if a group of foreigners, in effect, snubbed the Mayor of your city and his family at a social function at which you were in attendance?

Reread the episode and make another choice.

Go to page 50

You chose C: The villagers were unhappy with the request by the Secretary that the Mayor go first, but they felt the Amigos should have complied with his wishes.

This is by far the best choice of the four. Hondurans do not particularly like being pushed around by people in authority, as is true of probably everyone in the world, however, they have come to accept the idea of paying deference to their leaders. Generally a Mayor would not act in this manner but there are differences among people as well as cultural differences. In this instance, the villagers would have accepted the idea that they had to put up with this Mayor and his Secretary and made the best of it. As they had accepted it, they would feel that the Amigos should go along with the situation. There was no need to cause friction.

An important idea for you to understand is that the Mayor is elected through the convention of having his name placed on the ballot of the winning party in general election. The Mayor, like all political officers, is elected on the basis of his political persuasion. He is not directly voted into office by a village election of several candidates, but rather is the representative of the central government in the village. This is an important idea for you to understand and will help you to explain many of the attitudes of the people and the Mayor.

The other important point for you to remember from this episode is not to try to enforce your own particular ideas of how things should be done. Take your cues from the reactions of the people. Remember you are a guest in their country. You would not tell a housewife, in whose home you are visiting, how to raise her children and clean her house.

You will meet both of these ideas later and they will be of great use to you so keep them in the back of your mind.

Now go to page 56

You chose D: The villagers and the Mayor realized that the Secretary was at fault for making the suggestion in the first place and were pleased that the Amigos put him in his place. However, they did not want to show this feeling to the Amigos in front of the Secretary.

Why would the Mayor, who is of higher status than the Secretary, be so concerned over hurting the Secretary's feelings? Also would it not be likely that at least one of the villagers would have commented favorably to the Amigos later on? Try to put yourself in the place of the Honduran villager when a foreigner contradicts an official in your city and causes him to lose face...

Reread the episode and make another choice.

Go to page 50

Gloria and Sally were concerned about their clinic. Attendance had been slow. They noticed particularly that many of the mothers in the village had not come by to get vaccinated. Sally remembered reading about a Public Health Service Clinic in a depressed area back in the States that was having attendance troubles until they opened the clinic in the evening. Since many of the mothers were working during the day they could not get to the clinic until after supper. Sally wondered if opening the clinic here at night might solve the problem. Gloria doubted it. She felt that the women here were rather dull and wouldn't come anyway as she had seldom seen women on the streets. She guessed that they just couldn't be bothered to leave their homes. However, Sally was adamant and finally Gloria agreed to give it a try. The two girls decided to carefully publicize the change of hours so they set about making posters which they placed all over town. They then set about a house-to-house canvass to personally invite every mother to the clinic. At each house the girls were received very cordially and invited in. When the girls told the women the purpose of their visit they seemed quite interested. However, when the girls mentioned the clinic would be open from 7-10 p.m. the women's attitude changed strangely and they seemed to lose interest in what the girls were telling them.

After contacting all the villagers the girls went home and that evening opened the clinic at the appointed hour. A few women were waiting on the steps at 7 o'clock and the girls were heartened, however, after these few had been vaccinated no more showed up.

What do you think best explains the reticence of the village women to come to the clinic in the evening, particularly after they had received a personal invitation?

- A. In Honduras, respectable women of any age are not permitted to be out on the streets after dark.

Go to page 58

- B. The women were annoyed with the change of hours. They liked things the way they were so they decided, in effect, to boycott the clinic by not showing up.

Go to page 59

- C. The women were annoyed with the girls for bothering them at home.

Go to page 60

- D. As new ideas are slow to catch on in Honduras the fact that the clinic was open at new hours had not really sunk in.

Go to page 61

You chose A: In Honduras, respectable women of any age are not permitted to be out on the streets after dark.

This is the only alternative that fits the episode perfectly and it is the correct one. The girls had done everything right except make the correct decision as to when to open the clinic. Their use of publicity and personal contact was excellent and probably would have succeeded in gaining better attendance of the women if they had not set the clinic hours in the evening after dark. Incidentally, Honduran women generally do not go out on the streets alone at any time of the day. While younger girls must always be chaperoned, many of the restrictions also apply to women of any age. Respectable women do not put themselves in a situation in which they will be likely to interact with men other than their immediate family. Remember this fact. It is of extreme importance in understanding much of the behavior of Hondurans, and could be of assistance to you in helping to pattern many of your activities in the village.

Go to page 62

You chose B: The women were annoyed with the change of hours. They liked things the way they were so they decided, in effect, to boycott the clinic by not showing up.

This could explain the lack of cooperation except for one fact. The women were not coming to the clinic anyway during the regular daytime hours. Therefore, this choice is not correct.

Reread the episode and make another choice.

Go to page 56

You chose C: The women were annoyed with the girls for bothering them at home.

By selecting this alternative you have indicated that you are still thinking like an American. This would be a fairly typical American reaction to the situation. However, you are not using information you should already have learned. Remember what we said earlier about hospitality and friendliness of the Hondurans. Also notice that the girls were received cordially initially. It was only when they mentioned the change of hours that the village women seemed to lose interest.

Use the information in the episode and also information you have already learned in past episodes to help you select the correct answer. In going through this program it is necessary to build on what you already have learned and pay close attention to clues as they are presented to you.

Reread the episode and choose again.

Go to page 56

You chose D: As new ideas are slow to catch on in Honduras, the fact that the clinic was open at new hours had not really sunk in.

Ideas are slow to catch on, but notice that the girls had been very careful to publicize the change well and to personally contact all the villagers. This would usually be enough publicity to make everyone aware of change. There is another reason for the lack of acceptance of the new hours.

Use the information in the episode. Try again.

Go to page 56

George was a happy-go-lucky American student attending a Midwest college. About mid-November he developed a persistent cough and sore throat. After suffering with it for several days, he decided to visit the college clinic. At the clinic he was instructed to fill in a form regarding some of his personal history and his reason for visiting the clinic. The secretary brusquely took the form when he had finished filling it in, gave him a number and told him to wait till that number was flashed on a screen overhead. He smiled at her and thanked her. She gave a slight nod of response and turned to the next student in line. George sat and waited for about 15 minutes, when his number was flashed on the screen, he got up and entered the clinic proper. A nurse told him to sit down and wait, that the doctor would call him when he was ready. Again George smiled at the nurse and was about to engage her in small talk when a coldly efficient air on her part made him think better of it. About ten minutes later the doctor came out of his office, called George's name, and re-entered his office. George got up and entered the doctor's office, closing the door behind him. The doctor read from George's chart for a few minutes, then asked him a series of questions relating to the length of time George had had the condition, what he had done for it, and whether he had had such a condition before and if so how often. George answered the questions and once or twice made an attempt at a feeble joke in answering. The doctor avoided these asides and proceeded to listen to his chest. George complied. The doctor then told George to put his shirt back on and proceeded to write out a prescription. George laughingly asked, "Do you think I'll live till exams?" The doctor ignored the question and told George to come back and see him again in three days if he still had a sore throat. George commented, "OK, You're the doctor," as he got up to leave. The doctor remained silent. On leaving the clinic,

George turned to say goodbye to the nurses but no one was looking his way so he silently left.

Later at the drug store, the druggist silently made out the prescription, handed it to George, and told him to pay at the cashier.

What is the main idea presented in this episode?

- A. George was very sickly.

Go to page 64

- B. The doctor was unfriendly and because of this those who worked in his vicinity also became aloof and unfriendly.

Go to page 65

- C. This is a typical event in the lives of almost everyone in the United States which indicates the objective, aloof, almost brusque manner adopted by professionals in our society.

Go to page 66

- D. George saw himself as something of a comic and always tried to leave people with a smile.

Go to page 67

You chose A: George was very sickly.

This can hardly be inferred from the episode. Nowhere does it suggest that George had more than a simple throat infection. On the contrary, throughout the episode George is depicted as a cheerful, "happy-go-lucky" person.

Reread the episode and think about the situation before you make another choice.

Go to page 62

You chose B: The doctor was unfriendly and because of this those who worked in his vicinity also became aloof and unfriendly.

You have detected a common pattern that runs through this episode but your interpretation of the behavior of the doctor and nurses is incorrect. Actually in choosing this alternative you have shown yourself to be thinking more like a Honduran than an American.

Reread the episode carefully and think about it. Has this ever happened to you or any of your friends? What was your attitude then?

Go to page 62

You chose C: This is a typical event in the lives of almost everyone in the United States which indicates the objective, aloof, almost brusque manner adopted by professionals in our society.

Only someone socialized in this, or a similar culture, could accept the kind of treatment indicated in the episode without attributing the behavior to the idea that the doctor was unfriendly. However, North Americans readily accept being treated in this manner. They may not particularly like it but they are used to being treated as a number, or a "patient", or "problem", or "case" rather than an individual. We have come to accept the seemingly cold professional manner of the doctor as a matter of course. Indeed there is a concern that the doctor does not become too involved in an affective relationship with his patient and as a result he usually errs in the opposite direction. Much of this manner has rubbed off on other professionals such as architects, lawyers, etc., and we identify the mannerism as "professional." You are quite correct in choosing this as the correct alternative. While we may have gone a little overboard in establishing the aloofness of the people in the episode it was in order to make the point. North Americans do not expect professional people to act toward them in an overly friendly manner. In this culture, work relationships are considerably different than social relationships.

How do you think a Honduran would react to this situation? Think about this as you read the next passage.

Go to page 68

You chose D: George saw himself as something of a comic and
always tried to leave people with a smile.

This may be true and there is considerable evidence in the episode
to suggest that George was lighthearted. However, this is not the main
concept in the passage. There is something else of greater importance.

Reread the passage and make another choice.

Go to page 62

Gordon and Brian had been working in the Honduran village for 5 days. As theirs was basically a health improvement project, they felt it was advisable to impress upon the villagers the importance of cleanliness. As Gordon was to be giving most of the shots, he decided he should look the part of a doctor so he fashioned a white gown out of an extra sheet he had brought along. The two boys cleaned up the "clinic" to the best of their ability even to the extent of carefully spraying the whole room with DDT. When the clinic was operating, Brian efficiently took the names of each villager, carefully entered it in his book and instructed the person to line up along the wall and wait his turn until Gordon was ready. Gordon, for his part, played the role of doctor as he imagined it, to the best of his ability. He meticulously fixed the vaccination in the syringe, assiduously swabbed the arm of the patient, being extremely careful to assure that the spot for the vaccination was scrupulously clean, then professionally injected the needle, performed the vaccination, and sent the villager on his way.

At the end of the day the two boys were extremely pleased with their performance, both in efficiently vaccinating a large number of people and also in conveying the image of careful antisepsis.

The next day was much the same as the first except that there seemed to be fewer people to vaccinate. The numbers continued to drop until by the end of the fifth day only a dozen or so people came to the clinic, quietly accepted their shot and quickly left. The boys could not understand what was wrong as they had heard that the people in this village were very cooperative and friendly, but they knew that they had not begun to vaccinate everyone in the village.

What do you suppose is the reason for the drop in attendance at the clinic?

- A. Hondurans did not know what to expect. When they found out that vaccinations were painful, the word rapidly spread and people stopped coming to the clinic.

Go to page 70

- B. The Hondurans were offended by the boys brusque manner.

Go to page 71

- C. They did not like the smell of DDT.

Go to page 72

- D. The villagers did not have any faith in the vaccinations. One of the influential men of the village had complained of a headache and a cold the day after getting his shot and scared the people off.

Go to page 73

You chose A: Hondurans did not know what to expect. When they found out that vaccinations were painful, the word spread rapidly and people stopped coming to the clinic.

While there may be a little reticence about getting a shot, this would not be sufficient to turn the people away to the extent it did. Moreover, even the primitive villagers have had some contact with modern medical practices and do realize basically what is involved in getting vaccinations, even if they do not understand why it works. Another point you may be forgetting is that Honduran men delight in appearing masculine. The ability to withstand pain is one aspect of this "macho complex." The Honduran man sees himself as being very brave and virile.

This aspect of slight pain would not keep people away. Try again.

Go to page 68

You chose B: The Hondurans were offended by the boys brusque manner.

While there may not have been any particularly obvious clues in the episode, if you had been closely following the line of reasoning in the last episode, you should have chosen this alternative as the correct one.

In interacting with a Honduran successfully, probably the most important rule is to be friendly. These villagers lead a simple, relatively informal life and are not used to the cold impersonality that characterizes much of the North American way of life. The boys in this passage did almost everything wrong. Doctors in Honduras generally do not wear white coats. The spraying of the clinic with DDT was an insult and indicated rudeness to the Hondurans. The cold, efficient manner of both boys was foreign to the villagers. Even in the larger urban centers in Honduras, life is very informal. It is even more so in the villages. If you try to make a false impression, the villagers will spot it rapidly and come to avoid you. They expect a friendly interest in themselves as persons, and their specific ailments. You can break many other codes of behavior with impunity and be forgiven, so long as you maintain a friendly attitude in all your dealings with Hondurans and show a genuine interest in them and their problems.

Go to page 74

You chose C: They did not like the smell of DDT.

This may be true, many people do not. But there is more to this episode than this. Think about what you have just learned in the preceding episode and try to apply it here.

Reread the passage and try again.

Go to page 68

You chose D: The villagers did not have any faith in the vaccinations. One of the influential men of the village had complained of a headache and a cold the day after getting his shot and scared the people off.

On what evidence did you make this choice? There was nothing said in this or the preceding passage about superstition. Certainly the Hondurans are superstitious, as are most people, but an isolated incident like that would not produce the observed effect. While the villagers are primitive they are not totally ignorant of the efficacy of modern medicine. Do not read in ideas that are not there.

Reread the episode and think about what you learned in the last passage, then make a better choice.

Go to page 68

The clinic had been operating for two days and things were going quite smoothly for the two girls. Martha noticed that several young men had come in. One of the men when it came his turn was slightly reticent in rolling up his sleeve to get his shot. In her imperfect Spanish, she gently chided him by telling him not to be a baby and hurry up, it will only hurt a little bit. Her teammate observed that with these words the other men who had come in with him started to laugh among themselves, while the man glared at Martha and quickly rolled up his sleeve. He accepted the vaccination and then offered his other arm, saying, "Do it again, I don't mind."

What do you think best explains the man's behavior?

- A. Martha should not have spoken to the man so freely. In Honduras, girls should not be so informal with men.

Go to page 76

- B. Martha had insulted him by referring to him as a baby.

Go to page 77

- C. Martha's Spanish was not very good and she had used an improper expression which insulted him.

Go to page 78

- D. Girls are expected to wait on men. Martha should have rolled his sleeve up for him.

Go to page 79

You chose A: Martha should not have spoken to the man so freely.

In Honduras, girls should not be so informal with men.

There is a certain amount of truth in this. In many aspects of life girls are not allowed the freedom and informality of those in the United States, particularly in their dealings with Honduran men. However, this episode took place in the clinic in a rather structured situation. It is all right that here the girl, in the role of the nurse, may interact freely with the boy. There is something else that set off the man's behavior. Think about all the information in the episode and then make a better choice.

Go to page 74

You chose B: Martha had insulted him by referring to him as a baby.

Although this seems ridiculous, it is the best alternative. Men in Honduras pride themselves on their masculinity. It is important for a Honduran man to consider himself brave and daring. This idea is all summed up in the meaning of the word "macho." To suggest that a man is not macho is one of the worst insults you can show him. Better to say nothing than for a girl to chide a man in this manner. However, do not get the impression that Martha should not have spoken to the man. Conversational interaction across sexes is quite all right in a structured setting such as the clinic. The entire problem came about as a result of Martha's reference to the man as a baby or a coward. Even though the reference was lighthearted, the Honduran took it seriously. Not all Hondurans would react as sensitively as this one did, but it is wise to realize the importance of this idea to the Honduran.

Go to page 80

You chose C: Martha's Spanish was not very good and she used an improper expression which insulted him.

It is true that the man appears to be insulted but was it from an improper Spanish expression? It is true that not being facile in the other person's language can lead to misunderstandings, but generally the other person can tell by other parts of your expressive behavior, facial expression, etc., whether you meant what you said or whether it was only a slip based upon ignorance. There is something else involved in this episode. It is a misunderstanding all right but not as a result of language difficulty.

Reread the episode carefully and make another choice.

Go to page 74.

You chose D: Girls are expected to wait on men. Martha should
 have rolled his sleeve up for him.

There is no information in this episode or in past episodes that would lead you to make this choice. It must have been a guess and generally this assimilator will not be effective for you if you go through it guessing. Usually there is sufficient information in the episode or past episodes to guide you in making a decision. Take into account all the information in the episode and make another choice.

Go to page 74

This was Sally's first experience in Honduras, whereas her teammate, Ann, who was a nurse, had been with the project the year before and had spent six weeks in Honduras last summer. It was a hot day and the clinic was quite crowded, furthermore there were 15 or 20 Hondurans waiting outside the clinic. Sally had just vaccinated a middle-aged woman and Ann was now listening to the woman's other complaints. Sally could understand Spanish quite well and realized that the woman was going on and on listing many general complaints. She had headaches every week, her back hurt, she had a pain in the knee and her left arm was stiff in the morning when she woke up. Ann was listening carefully to the woman's complaints and commiserating with her. Sally felt that the woman was a hypochondriac and wondered why Ann did not realize this and send her on her way. Surely if they kept on taking as long with each person as they did with this woman they would never succeed in vaccinating all the people who were already in the clinic, let alone those who were waiting outside. Sally tried to speed things up by sighing deeply and standing in front of Ann with the syringe ready to give another shot and looking very impatient. However, Ann paid no attention to her. She continued to hear the woman out politely and then gave the woman some pills and carefully explained to the woman when to take them, what for, and at what intervals. Sally knew the pills were just aspirins and felt Ann was making a big thing out of nothing. She began to have misgivings about how successful the project would be in their village if Ann did not speed up her part of the treatment.

What is the best interpretation of this incident?

- A. Ann was overawed with her professional activities as a nurse and was trying to impress others with her expertise.

Go to page 82

- B. Ann realized the importance of listening carefully to the woman's complaints because who knows when an important symptom might be mentioned that would require more special attention.

Go to page 83

- C. Ann realized the importance of listening carefully to the woman's complaints as the woman would be offended if Ann merely brushed them aside casually, realizing they were unimportant, and hurried her along.

Go to page 84

- D. Ann was not really concerned with the project and did not care whether everyone in the village was treated or not. She became much too involved with each individual and was not very practical.

Go to page 85

You chose A: Ann was overawed with her own professional image as a nurse and was trying to impress others with her expertise.

This may appear to be the case to an efficient American but there is more to this episode than that. Note that the Hondurans were not concerned by the amount of time Ann was taking and they could understand what was being said just as well as could Sally. There is a better alternative. Think about this episode and the fact that Ann had had past experience with Hondurans. Would that give her some special information Sally did not have?

Go to page 80

You chose B: Ann realized the importance of listening carefully to the woman's complaints because who knows when an important symptom might be mentioned that would require more special attention.

There certainly is a considerable amount of truth in this alternative. However, think about the situation. The purpose of the clinic basically is to treat effectively a large number of Hondurans with simple preventive medical care. Also realize that Ann, while probably a very good nurse, is not necessarily a trained diagnostician. While she could recognize gross ailments that needed particular care, she is probably not as effective as a doctor in spotting serious malfunctions from such vague symptoms as pains in the back and a stiff arm. Sometimes even doctors have troubles here. It is not likely that Ann was trying to discover some sophisticated physiological malfunction, this just would not be practical under the circumstances. The returns would be small for the amount of time expended. Even if Ann could isolate one case of an unsuspected serious disorder, think of all the other Hondurans who would be denied the beneficial effects of the preventive treatment for which the project was designed.

However, you are on the right track. Think over the episode a little more and chose the best alternative.

Go to page 80

You chose C: Ann realized the importance of listening carefully to the woman's complaints as the woman would be offended if Ann merely brushed them aside casually, realizing they were unimportant, and hurried the woman along.

You have detected an important point. While on the surface it seems impractical for Ann to spend so much time with this woman, there is a good reason for it. To the woman her complaints are real. She is quite unsophisticated in matters of body health and does not realize that in many cases they are merely everyday symptoms of minor upsets. She knows that other women in the village have many of these same complaints, but she also knows that many of these other women become sick and die. While virtually uneducated in even simple concepts of health and the spread of germs and disease, she has no way of realizing that a pain in the back or a stiff arm could not be symptoms of possible impending death.

Another point to bear in mind is that several writers and observers in Honduras have suggested that women bear a martyr complex. This may or may not be true but this does suggest that women in Honduras expect a certain amount of deference to be paid to them and react very favorably to a person who takes the time to listen to their problems.

You should now realize the inherent value of the approach of Ann to listen politely to the woman's complaints. This behavior helps to assure both the woman and the other women in the clinic that the girls are really interested in their welfare. This act alone will help to assure that the other women will come to the clinic and will be more inclined to follow the advice of the girls which is important to the effectiveness of the project.

You have learned two basic differences in attitude between men and women in Honduras, the "macho complex" in men and the "martyr complex" in women. While they may seem foolish or strange to you, they are important to the Honduran. Remember them in your interactions with the people.

Go to page 86

You chose D: Ann was not really concerned with the project and did not care whether everyone in the village was treated or not. She became much too involved with each individual and was not very practical.

This just does not make sense. If she was not really concerned with the project why would she return to the relative hardships and rigours of life in the village? Ann is being quite practical. Why?

Reread the episode and make another choice.

Go to page 80

A Honduran mother brought her four-old child to the clinic after supper. The child's stomach was badly bloated, its hair was falling out and its body was covered with open sores. The scene was a rude awakening to Sally, the second day after her arrival in the village. Her teammate, Frances, was a nurse and had been in Honduras the year before. She gave the mother some vitamin medicine for the child and dressed the child's wounds, then told the mother that she would have to take the child to the hospital right away or it might die. The mother wanted to leave the baby at the clinic overnight as she had no place to sleep, but Frances was firm and insisted that the mother would have to keep the child and look after it herself as best she could. Sally was shocked by this apparent coldness of her teammate, especially when Frances later told her that the baby was going to die anyway and might not live through the night.

Which alternative do you think best explains the reason why Frances would not allow the dying baby to spend the night at the clinic with the girls?

- A. Frances felt the baby would be unhappy away from its mother.

Go to page 88

- B. Frances was afraid of what might happen if the baby died while at the clinic in the care of the two girls.

Go to page 89

- C. Frances had become cynical and hardened by her experiences in Honduras and could not be bothered with the baby keeping them awake all night.

Go to page 90

- D. Frances felt ashamed and disgusted by the sight of the baby and felt its presence might upset Sally so she was trying to protect her.

Go to page 91

You chose A: Frances felt the baby would be unhappy away from its mother.

With the baby in the condition it was in, it is unlikely that it would be aware who was there and who was not. This would also be a poor reason for a nurse to apparently refuse to look after a sick and dying infant.

Reread the episode, think about it and what you already know about primitive people and their superstitions and make another choice.

Go to page 86

You chose B: Frances was afraid of what might happen if the baby died while at the clinic in the care of the two girls.

If you figured this as the correct alternative on your first choice, congratulations! You are using your head.

The two girls, while officially welcomed by the government of Honduras, are nonetheless dealing with people who are to a great extent out of touch with the government and are also poorly educated. While they readily accept death they have the feeling that the girls can in some way protect a child from death. If they entrust the child to the two girls, and the child later dies while under their care, their attitude could easily develop into one of hostility. Frances took the wisest possible course of action in the circumstances. While the mother probably would not have held the girls responsible for the child's death, there is always the possibility that some members of the village might become concerned and blame the girls for the child's death. It was essential for the good of the project and the protection of the girls that the child not die while under their care.

Go to page 92

You chose C: Frances had become cynical and hardened by her experiences in Honduras and could not be bothered with the baby probably keeping them awake all night.

If Frances had really become this coldhearted, it is extremely doubtful that she would have volunteered to spend another term in Honduras on the project. Not only this, but her training as a nurse would tend to suggest that this would not be the case. While nurses sometimes become hardened to suffering and pain they do not usually become callous. They may try to block out much of the psychological effect of observing sickness and death but they do not remain nurses very long if this attitude leads them to reject the sick and suffering.

Reread the episode and make another choice.

Go to page 86

You chose D: Frances felt disgusted by the sight of the baby and felt its presence might upset Sally so she was trying to protect her.

Sometimes people do react this way but it does not seem likely in a situation like this. First of all, if a person wished to be protected from the seamy side of life and suffering, he would not volunteer for this type of project.

It is also unlikely that a nurse would turn out a sick child just to protect the sensitivity of a grown adult. This does not make sense. Think about the episode and chose the alternative that seems more realistic. Remember, the girls are in a foreign, primitive country. Try to think as a primitive rural, uneducated Honduran would.

Go to page 86

Susan and her friend June were talking over their experience one evening after returning to the United States. They were showing their family pictures they had taken in Honduras. One picture showed Susan with her arm around a pretty, smiling, native girl.

Susan's brother asked, "Who's the doll?"

Susan explained that her name was Maria and she had been a great help to them during their three weeks in the village. They had become close friends.

June interrupted, saying, "Yes, but do you remember how cold she suddenly became? She didn't even show up to say goodbye."

Susan reflected back somewhat sadly and pondered.

"I remember. It was right after the night of the fiesta they threw for us. She walked home with us. Remember how she kept saying how nice we looked, and such nice clothes we had?"

"Yea! She flipped over your green sweater," June said. "You know, I think she wanted it. It was almost as if she expected you to take it off and give it to her right then and there."

What explanation do you feel best explains Maria's "stange" behavior?

- A. She was rude and selfish. She felt that surely the American girls had so much that they wouldn't miss giving her one sweater.
- B. She was acting like a typical Honduran. Close friends are expected to share and give the other that which she asks for.

Go to page 95

- C. The two American girls had merely misinterpreted Maria's actions. It was really that Maria was so sad to see them leave that she did not show up to say goodbye to them.

Go to page 96

- D. Maria had read somewhere that American girls often exchange articles of clothing and was trying to act like an American girl. She was offended when she was not accepted as an American.

Go to page 97

You chose A: She was rude and selfish. She felt that surely the American girls had so much that they wouldn't miss giving her one sweater.

Keep in mind what was said about Maria in the early part of the episode. She had been a great help to the girls when they were getting adjusted to Honduras and they had become good friends. This does not sound like the description of the actions of a rude, selfish girl.

Think about the entire episode and read all the alternatives carefully. Even without knowing the reasons, which seems the most plausible explanation?

Reread the episode and make another choice.

Go to page 92

You chose B: She was acting like a typical Honduran. Close friends are expected to share and give the other that which she asks for.

Although we do not expect that you knew this custom you should have been able to come up with this as a correct alternative by logically eliminating the other alternatives. Try to bear in mind that there is a logical reason for each episode in this training program and that in most instances you can determine the correct alternative by carefully examining the episode and alternatives without knowing anything about the Honduran culture. You will find no trick questions in this program. We are trying to help you understand some of the differences between your culture and the Honduran and realize that there are intelligent, logical explanations for seemingly strange behavior of Hondurans when viewed from the perspective of their own cultural idiosyncracies.

This is, of course, the correct choice. Friendships, when made, are very close. The Hondurans have a name for it, "Compadre." Perhaps the closest comparable idea in our language is that of "blood brother" or perhaps "fraternity brother." It is expected that everything you own also belongs to your "compadre." He can legitimately ask for and expect to receive anything that is yours. You, of course, have the same right to ask of your "compadre" anything you wish. It is considered the height of rudeness to refuse to give your compadre what he asks for. The polite way of refusing, if you wish to refuse, is to state flatly that what he asks for is not yours, or that you do not own such a thing. It may be obvious that you really do own it but it is polite to deny ownership rather than to refuse.

Maria, in showing her desire to have the sweater, was in effect offering her deepest friendship as a "compadre." When Susan did not give it to her, it was the same as saying, "I do not want you as a friend."..Go to page 98

You chose C: The two North American girls had merely misinterpreted Maria's actions. It was really that Maria was so sad to see them leave that she did not show up to say goodbye.

If this were the real reason we would not have bothered to have the episode in the program. What could you learn about Honduran culture from this? We want to help you understand differences between yours and the Honduran culture. Make your selections only after careful analysis of all the relevant material.

Reread the episode and make a better choice.

Go to page 92

You chose D: Maria had read somewhere that North American girls often exchange articles of clothing and was trying to act like a North American girl. She was offended when she was not accepted as a North American.

This alternative assumes that Maria has had previous contact with North Americans. Nowhere in the episode do we indicate or suggest this. Use only the material in the episode and alternatives, and try to use it all and logically evaluate all possibilities.

This alternative is not correct. Reread the episode and make a better choice.

Go to page 92

The two team members seemed to have almost exactly opposite personalities. Jack was extremely warm, outgoing and friendly, while Frank was quite reserved, a little shy and introverted. Jack would stop and talk with anyone he met on the street. When he encountered a group of men standing together on a corner he would casually walk up to them and join in their conversation. He spoke with everyone. When he had said a few words to one man he would turn to another and talk to him for awhile then say "Adios" and walk off down the street where he encountered a few more men and the process was repeated. When Frank was with him he would usually let Jack do most of the talking, but quite often he would find a person who he took to readily and they would engage in conversation for several minutes while Jack was talking to all the others. Frank felt he had made several close friendships with people in Honduras and generally sought these people out to talk to, whereas Jack talked to everybody and called everyone by name, but seemed to have established no really deep bounds with the people.

How do you think the Hondurans reacted to the two boys and for what reasons?

- A. The Hondurans talked to both of them readily but did not really trust either of them because they had heard that North Americans were not to be trusted.

Go to page 100

- B. The Hondurans knew only that both boys were North Americans and spoke Spanish well. They liked them both equally well and did not really distinguish much difference between them.

Go to page 101

- C. The Hondurans felt more at ease in Jack's presence because he was impartial, he spoke with everyone and discriminated against no one.

Go to page 102

- D. The Hondurans thought more highly of Frank because he appeared more genuine. They thought that Jack was phony, spoke with everyone, but liked no one.

Go to page 103

You chose A: The Hondurans talked to both of them readily but did not trust either of them because they had heard that North Americans were not to be trusted.

You should have learned by now that Hondruans are free, open, and friendly. There is no reason why they should mistrust either boy. While they probably did have some stereotyped image of what a North American was like, Hondurans generally judge the individual for himself, not on preconceived ideas. If neither boy gave any reason for not being trusted, Hondurans would naturally trust them.

Reread the episode and make a better choice.

Go to page 98

You chose B: The Hondurans knew only that both boys were North Americans and spoke Spanish well. They liked them both equally well and did not really distinguish much difference between them.

Hondurans are not that imperceptive. Of course they would recognize differences between the two boys behavior. While they may not openly react differently to them, the different behavior of the two boys could have important effects on future interaction with the villagers. Think about this episode and what you already know about the Honduran people. Make another selection.

Go to page 98

You chose C: The Hondurans felt more at ease in Jack's presence because he was impartial, he spoke with everyone and discriminated against no one.

This is the best alternative. Hondurans react warmly to open displays of genuine friendship and hospitality. They would naturally respond favorably to Jack. However, there is another point to be made here. It is important to realize that while life in the village appears to be relatively simple and uncomplex, there are many underlying factions. These may be of a political nature or of a family nature. By only interacting warmly with a few people Frank may be unwittingly establishing allegiance with one faction and ignoring the other. This could cause serious difficulties to any future plans he may have that require the cooperation of all the village. It is far better to try to establish friendly relations with everyone in the village and thereby remain neutral in the eyes of the Hondurans.

Now go to page 104

You chose D: The Hondurans thought more highly of Frank because he appeared more genuine. They thought that Jack was a phony; he spoke with everyone, but really liked no one.

While Hondurans are just as adept as any other people at spotting phonies, it is doubtful if this would be their reaction to Jack. There is nothing in the episode that would suggest that Jack was acting phony. To the Honduran he was just friendly until proven to be otherwise. Frank's behavior, while not consciously planned, could lead to rather unhappy consequences.

Reread the episode and make another choice.

Go to page 98

The girls were tired after a busy day and the fiesta was dragging on. As it approached midnight, the two girls decided they had had enough and went to the mayor and officials to thank them for the fiesta and bid them goodnight. The mayor looked offended and peeved with the girls, telling them that the fiesta was for them and they were the guests of honor.

Why were the mayor and other officials peeved with the girls?

- A. They felt the girls had been acting unladylike by dancing with the Honduran boys.

Go to page 106

- B. The girls had offended the mayor by not dancing with him first.

Go to page 107

- C. The townspeople had become captivated by the girls and the mayor was jealous. He wanted to cast official disapproval upon them.

Go to page 108

- D. In Honduras, the guest of honor is the last to leave a party.

Go to page 109

You chose A: They felt the girls had been acting unladylike
by dancing with the Honduran boys.

This is a possibility. There are different and fairly strict rules
for social behavior between boys and girls in Honduras. However there is
no indication in the episode that the girls had been acting in an unaccept-
able manner. Do not read in information that is not there.

Reread the episode carefully looking for clues.

Go to page 104

You chose B: The girls had offended the mayor by not dancing with him first.

Where did you get this idea? Certainly not in any of the information we have supplied you. Reread the episode and watch for clues. Use only the information given. There is a logical alternative.

Go to page 104

You chose C: The townspeople had become captivated by the girls and the mayor was jealous. He wanted to cast official disapproval upon them.

It seems unlikely that the mayor would disapprove of the girls being popular. Although this might be true if a particular mayor had a particularly disagreeable personality, he might feel this way. However, we would not include an episode which only dealt with a particular individual, it is more important that you understand more general things about the Hondurans.

There is a better alternative. The only one that is correct under the situation as outlined.

Go to page 104

You chose D: In Honduras the guest of honor is the last to
leave a party.

While you may not have known this fact you should have been able to deduce that this was the correct alternative by the reference to rules for a guest of honor mentioned in the episode.

This is a simple but important concept in the Honduran culture. It is similar to many other non-Western cultures. Hospitality is freely given but one is duty bound to accept such hospitality when offered. It is true that for the guest of honor to leave a party before it is finished is the height of bad manners. Rather than being the first to leave, he must be the last to leave. In some respects this makes as much or more sense than our custom of the guest of honor being the first to leave. It allows those who wish to leave early to do so freely and those who wish to pay their respects to the guest of honor to do so into the small hours of the morning.

Go to page 110

John and Eric were Amigos in a village in southern Honduras. They had made quite a hit with the villagers and were invited to a dance in the village square. John immediately spotted a beautiful girl who had come to the clinic with some minor ailment which he had been able to treat. He finally screwed up his courage to ask her to dance. She was surrounded by several members of her family and just asking her to dance involved being introduced to them all. After the dance he suggested that he would like to get her something to drink and they could sit for a while and talk. She looked uneasy, but she didn't refuse him. After a few minutes two of her brothers came and rudely led her away, casting angry glances at John and scolding the girl.

What could possibly explain the behavior in this incident?

- A. John didn't know how to dance in the Honduran fashion and his North American style scandalized the girl's family.

Go to page 112

- B. A young man must always return his dance partner to her family.

Go to page 113

- C. The Honduran family didn't want their daughter or sister to become attached to a North American.

Go to page 114

- D. John should have offered something to drink to the whole family.

Go to page 115

You chose A: John didn't know how to dance in the Honduran fashion and his North American style scandalized the girl's family.

There is nothing in the incident to confirm this alternative. Nowhere does it say John didn't know how to dance Honduran dances. Try to utilize the information given.

Reread the episode and make another choice.

Go to page 110

You chose B: A young man must always return his dance partner to her family.

This is the right alternative. This rule of behavior is closely related to being chaperoned. A young lady in Honduras must in no way encourage a young man. By going off to privately have a drink with him, she gives the impression she wants to be alone with him.

Go to page 116

You chose C: The Honduran family didn't want their daughter or sister to become attached to a North American.

Although this may or may not be true, it does not explain the actions of the brothers. Further, if they felt this way, they probably would have discouraged the girl from dancing with John in the first place.

Reread the episode and make a more logical choice.

Go to page 110

You chose D: John should have offered something to drink to the whole family.

It might have helped John's cause with the girl, but this would not have caused such a rude reaction on the Hondurans' part. It is very unlikely that such a friendly people would act that rudely if you had missed a social cue. In all other incidents they have just politely avoided people for such behavior.

Reread the episode and make another choice.

Go to page 110

Maryann had been invited to a fiesta being held in honor of the Amigos. She was very excited and wanted the people to know how much she appreciated the gesture. She laid out her newest and most expensive dress. It was quite low cut in the back, clear to the waist, and it was the latest style back home. It was of bright pink color which she felt sure would look well on her. She had even been told that she looked quite appealing in the dress by her boyfriend back home. She took a long time getting dressed and carefully did her hair up and applied a little eye shadow. Her other Amigo friends really whistled when she joined them. However, at the fiesta Maryann couldn't understand the behavior of the villagers. The women seemed to avoid her and the men stared.

What do you think is the best explanation of the villagers' behavior?

- A. They felt that Maryann was trying to show them up by wearing such an expensive dress.

Go to page 118

- B. They were insulted when she took so long getting dressed that she was late.

Go to page 119

- C. They considered her dressing up a sign of extreme vanity.

Go to page 120

- D. Maryann's dress was considered provocative and made her appear to be a "loose woman" to the villagers.

Go to page 121

You chose A: They felt that Maryann was trying to show them up by wearing such an expensive dress.

This is most unlikely since it would be very difficult for a Honduran villager to know how much Maryann's dress cost even if they cared.

Reread the episode and make another choice.

Go to page 116

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4
+ continued on page 112
for reference

You chose B: They were insulted when she took so long getting dressed that she was late.

Since you have learned how casual and friendly the Hondurans are, you should be able to figure out that they would not be concerned over such a thing as being on time. Also, nowhere in the episode does it say she was late. Better read it again!

Try again.

Go to page 116

You chose C: They considered her dressing up a sign of extreme vanity.

This is very unlikely to be the case. Most women like to dress up for big occasions and that includes the Honduran women. There is something else that bothered them. Look for more clues.

Reread the episode and make another choice.

Go to page 116

You chose D: Maryann's dress was considered provocative and made her appear to be a "loose woman" to the villagers.

You have picked out the key concept. This should have been easy for you if you really learned from the last episode. This is another example of the care which Honduran females take about their behavior in public toward males.

Go to page 122

Nancy and Marie were meeting two other Amigos, Tom and Joe, from a neighboring village. The two villages were having a big fair at which a banquet would be held. The Amigos were to say a few words to the people at the banquet. Upon arriving at the fair, Nancy and Joan saw Tom and Joe sitting at an outdoor cantino having some beer with two other men. They waved and the boys asked the girls to join them. They ordered beer for the girls, who both lived in states allowing 18 year olds to drink beer, which the girls promptly drank as it was a very hot day. All of the Amigos then went on to the banquet where they each said a few words to the people, the boys in Spanish and the girls in English. The reception of the girls after the banquet was noticeably less friendly than before. The girls were very surprised at this behavior.

Which of the alternatives do you think best explains the cool reception the girls received after the banquet?

- A. The girls should not have sat with the men in public without finding out if they were married.

Go to page 124

- B. It is not considered proper for Amigos of any age to drink in Honduras.

Go to page 125

- C. The girls did not speak Spanish at the banquet and the people were insulted.

Go to page 126

- D. The girls should not have shared the same table nor spoken on the same program with the boys since the sexes are separated in Honduras.

Go to page 127

You chose A: The girls should not have sat with the men in public without finding out if they were married.

This is not the right alternative. The girls were there to meet the Amigo boys and the Honduran men were just being friendly to the boys. No one would take it amiss since the Amigo boys were there as "Chaperons" of the girls.

Go to page 122

You chose B: It is not considered proper for Amigos of any age to drink in Honduras.

This is the correct alternative. It is felt in Honduras that women who drink are "loose. " Women, unlike men, do not "come of age" when they can drink or date, etc. There are certain rules of behavior which are followed by all women regardless of their age.

Go on to page 128

You chose C: The girls did not speak Spanish at the banquet
and the people were insulted.

You are not using the information that you have correctly. You
should have learned by now that whether or not you speak Spanish is un-
important if you observe the other more important rules of behavior.

Reread the episode and make a better choice.

Go to page 122

You chose D: The girls should not have shared the same table
nor spoken on the same program with the boys since
the sexes are separated in Honduras.

Although it is true in Honduras that the sexes are separated, this
is not the best alternative. It is unlikely that the people would have
been "cool" toward the girls since they were put on the program by
officials of the village.

Reread the episode and make another choice.

Go to page 122

Jane had been working at the clinic for four days and had cared for many of the villagers. Several of them who were better off than the others had invited Jane and her partner, Joan, to dinner and a little party afterwards. Jane and Joan were very pleased since they felt this was definitely a sign that the Amigos were being well received. They arrived promptly at the home of their host and were a little surprised at the lavishness of the dinner. They ate as much as they could hold. After dinner more guests arrived and the party continued. Jane saw several nice boys that she had vaccinated at the clinic. Wanting to be friendly, she quickly made her way over to them and began to talk to them. They seemed very friendly too. Later in the party Jane noticed, however, that all of the women both young and old were being quite cool towards her.

Choose the best reason for the women's coolness toward Jane.

- A. After having gone to so much trouble making the dinner, the hostess was insulted that the girls didn't ask for seconds.

Go to page 130

- B. Jane had seemed to be "flirting" with the boys by talking to them.

Go to page 131

- C. Jane had insulted the women by abruptly leaving them to talk to the boys.

Go to page 132

- D. Jane had unsuspectingly talked to the boyfriend of the hostess's daughter.

Go to page 133

You chose A: After having gone to so much trouble making the dinner, the hostess was insulted that the girls didn't ask for seconds.

It is good that you remembered the concept in the last episode but you are over-applying it. It is mentioned in this episode that the girls ate well, this is what is important. They didn't refuse but ate with enjoyment. Read the episode again. There is a clue there to the right alternative.

Try again!

Go to page 128

You chose B: Jane had seemed to be "flirting" with the boys by talking to them.

This is the correct alternative. It is very bad for girls to take the initiative with boys in Honduras. You have learned some aspects of this rule and here is another good example. It seemed perfectly reasonable to Jane to greet some boys she had been friendly with and helped in the clinic, but this friendliness is not appropriate in the social setting. It would be different if the boys spoke to Jane first, her mistake was in taking the initiative and speaking to them first.

Go to page 134

You chose C: Jane had insulted the women by abruptly leaving them to talk to the boys.

This is not the correct alternative. If she had done this it is true that the women might have been insulted but in the episode it doesn't say that she did. Read the episode more carefully and then choose your alternative.

Try again!

Go to page 128

You chose D: Jane had unsuspectingly talked to the boyfriend
of the hostess's daughter.

Where are you getting your information? There is nothing in the
episode to indicate that the hostess had a daughter or that she had a
boyfriend. Use only the information you've either learned or are given in
the episode to answer the questions.

Read the episode and make another choice.

Go to page 128

Freida, an Amigo with some nurses training, was invited to come to the home of one of the village women that she had treated. She was very curious about the general household habits of the Hondurans because of the prevalence of dysentery and other intestinal disorders. She knew it was related to the food which the people ate, but whether something in the preparation of it could also be responsible was her main question. She arrived at the home and was welcomed in a most friendly manner. The whole family was there and sat around her chattering and laughing. The woman had prepared several things for Freida and sat them before her with an expectant smile. Freida looked at the food and knowing if she ate it she would probably get a severe case of dysentery herself, she politely and in a friendly manner explained that she had just eaten and couldn't possibly eat another bite. The woman said nothing and removed the food. Then the family listened politely to Freida's questions and answered her as well as they could. Later Freida noticed that the family was much less friendly, although polite and she was never invited back again.

Why do you think Freida was treated this way?

- A. She had offended the woman by not eating the food put before her.

Go to page 136

- B. The Hondurans resented her coming to their home asking questions.

Go to page 137

- C. The Honduran family felt she should have invited them to her house immediately after coming to their home.

Go to page 138

- D. Freida had been so efficient in treating the family they had no further complaints.

Go to page 139

You chose A: She had offended the woman by not eating the food
put before her.

You are beginning to get a feel for this culture if you picked this
alternative first. No matter what diseases you think you might encounter,
it is a grave offense to refuse any food offered to you. The woman
did not have much and to refuse what she did offer was very shortsighted
on Freida's part.

Go on to page 140

You chose B: The Hondurans resented her coming to their home asking questions.

You are not reading the episodes carefully enough. First, she was invited to their home and secondly, and most important, you should have learned something about how hospitable the Hondurans are. They would not treat a guest to their home this way without more provocation than her asking innocent questions.

Try again!

Go to page 134

You chose C: The Honduran family felt she should have invited them to her house immediately after coming to their home.

This is the wrong alternative. There is nothing about the Honduran hospitality which demands reciprocity. There is nothing in the episode to indicate this, either. Read the episode carefully and look for clues to the right alternative.

Try again!

Go to page 134

You chose D: Freida had been so efficient in treating the family at the clinic, they had no further complaints.

You don't really think this is the right alternative, do you? This would not explain why they would avoid her. Aren't the Hondurans known for their friendliness?

Please, reread the episode and make a better choice!

Go to page 134

The route driver had arrived in the village around noon and the two girls suggested that he have lunch with them at Maria's, the Hondurans house where they ate. Maria greeted them all warmly and they sat down to await the meal. Shirley, one of the Amigos in the village asked Maria where her children were. Maria answered that they were on the patio and called to them. Three little children apparently between the ages of two and six came running in. They looked like typical Honduran children, dirty, and what clothes they had on were torn. The smallest child was in a diaper which was soaking wet and caked with dirt. But there was still something charming about them, perhaps it was their dark brown, wide open eyes or their ready smiles and happy-looking faces. Shirley immediately picked up the baby and held it for a few minutes, apparently oblivious to its damp condition. She played and laughed with it, then in turn laughed and played with the other two, tousling the hair of the older boy and putting her arm around the four-year-old girl. When Maria brought the meal to them, Shirley commented on how pleasant the children were and how much they were growing, and that Maria must be an awfully good mother as the children were so well behaved. The two Amigos and the route driver ate their meal with relish and laughed and kidded each other all the time. During the meal the two girls outlined what they had been doing in the village and the successes they were having with the clinic and the English classes. They did mention a small problem they had and asked the route driver what he thought was the reason. The small talk continued throughout the meal. When they had finished, the route driver thanked Maria generously and complimented her on her cooking.

As they left Maria came to the doorway with them and told the route driver how wonderful the girls were and how fortunate the village was to have such wonderful people come to visit them.

This little episode indicated a number of things the three Amigos did that were looked on with favor by Maria. However, which of the four listed below do you think was the most important activity that so impressed Maria with the Amigos?

- A. The fact that the girls seemed genuinely interested in helping the villagers to improve their village.

Go to page 142

- B. The fact that the Amigos were so happy and always laughed and joked just like the Hondurans.

Go to page 143

- C. Maria enjoyed seeing the Amigos eat and particularly enjoyed being complimented on her cooking.

Go to page 144

- D. Maria was particularly pleased with the attention the Amigos paid to her children and the compliments they paid her as a good mother.

Go to page 145

You chose A: The fact that the girls seemed genuinely interested in helping the villagers to improve their village.

Maria would, of course, be happy about the interest shown in the villagers and the village, but this is not the main idea in the episode. Of all the favorable aspects of this episode this is the one that would least impress Maria. Hondurans are not as generally concerned about community endeavors as are North Americans, and while Maria would appreciate the interest that the girls showed in the villagers the fact that the girls were trying to improve things in the village generally would not carry a great deal of weight with most villagers.

Think carefully about the episode and make another choice.

Go to page 140

You chose B: The fact that the Amigos were so happy and always laughed and joked just like Hondurans.

This is not as important as you may think. Of course, the Hondurans would be pleased to see that North Americans got along so well with each other and were generally happy much like Hondurans. However, there is a possibility for misunderstanding in that the route driver is a boy and the Amigos are both girls. They are really interacting in a social setting with much more informality than would a Honduran boy and girl. This is not the best answer.

Go to page 140

You chose C: Maria enjoyed seeing the Amigos eat and particularly enjoyed being complimented on her cooking.

Probably almost every woman enjoys compliments about her cooking, particularly if she is a good cook, but this is not the major point in this episode. Review the episode carefully and make another choice.

Go to page 140

You chose D: Maria was particularly pleased with the attention the Amigos paid to her children and the compliments they paid her as a good mother.

It is true that everything the Amigos did in the presence of Maria was favorable towards creating good relations, however, this alternative is by far the best. Honduran women take a great pride in their ability to successfully raise well-behaved children. One of the worst insults you can pay to a Honduran mother is to say that her children are 'mal criado,' "badly raised." Conversely to show great interest in her children to pay attention to them, and to compliment her regarding them is a very high form of praise. However, it is important to be genuine in bestowing such praise. Do not, of course, say the child is beautiful when it obviously is not and do not state that the child is very well-behaved when he is tearing things apart. Look for opportunities to praise the mother when you can do so honestly.

Now go to page 146

After George had been in the village for several days a curious thought occurred to him. He noticed there was a neat, new playground, located next to the central plaza. It was equipped with typical American backyard, metal playground equipment. There was freshly mowed green grass covering the entire area (the only such grass in the entire village) and a chain link fence surrounding the playground. What struck George as curious was the fact that he had never seen any children using the equipment. Indeed, the gate was always locked. Such a playground back home would be swarming with children but here the children roamed the mud streets, ignoring the shiny, new equipment. All he knew about the playground was that it was built by government funds.

Why do you think the children did not play in the playground?

- A. The playground equipment looked "foreign" to them. They much preferred their own, familiar toys.

Go to page 148

- B. They had never seen this type of equipment before and did not know what it was for.

Go to page 149

- C. The mayor kept the gate locked and did not let any children in for fear that they would ruin the equipment and make the playground look messy.

Go to page 150

- D. The children's parents had forbidden the children to play in the playground as it was unsupervised and they were afraid the children might get hurt.

Go to page 151

You chose A: The playground equipment looked "foreign" to the children. They much preferred their own, familiar toys.

While there may be some small amount of truth in the first part of this statement, one does not have to spend much time in a Honduran village to realize that children there do not have "their own familiar toys." A Honduran child plays with sticks, stones and pieces of refuse. It is not unusual that the only "store purchased" toy in the entire village is a ball, belonging to the child of the Mayor or one of the other "privileged" members of the village.

There is a clue that you have missed. Could the children get into the playground if they wanted to? Reread the item carefully, paying close attention to clues.

Go to page 146

You chose B: The children had never seen this type of equipment before and did not know what it was for.

It may be true that the children had never seen playground equipment before, but children do not have to know what something is for in order to want to play with it. A natural curiosity of the new shiny equipment would naturally have lead them to investigate it and play on it.

You have missed a clue that is very important. Reread the item and try to use all the information in the episode to make your choice or to rule out faulty alternatives.

Go to page 146

You chose C: The Mayor kept the gate locked and did not let any children in for fear that they would ruin the equipment and make the playground messy.

This is the right alternative. While such an interpretation sounds unusual to our ears, it makes sense when viewed in the perspective of the Honduran culture. Remember that the playground was paid for out of a specially allocated government fund. Although the mayor of each village is an elected official, he is elected by the grace of the government and as such, is more concerned with satisfying his immediate superiors than in worrying about his relations with the electorate. The Mayor's fear that the playground would become messy was probably quite justified in view of the fact that all animals are allowed to roam about the village at will. There would also be considerable wear and tear of the equipment by the children, particularly the older ones (remember, the episode specifically stated that the equipment was "typical American backyard, metal playground equipment," and as such was not heavy duty).

Now you should understand why the Mayor protected the playground. If it became worn down and the equipment broken, as it most assuredly would if left unattended, a traveling government official would report the Mayor's lack of attention to his superior and the Mayor would stand the chance of losing his job (and his small retirement pay).

Go to page 152

You chose D: The children's parents had forbidden the children to play in the playground as it was unsupervised and they were afraid the children might get hurt.

This is a logical American, middle-class reaction to this episodal problem. Mothers in this culture are generally very protective of their children. This is not so in Honduras, at least not to the same extent. Children generally have complete freedom to roam about the village and often even pre-teeners will travel from one village to another by themselves. It is not likely that the Honduran mothers would worry about their children in an unsupervised playground.

Reread the episode and look for a clue that should lead you directly to the correct alternative.

Go to page 146

George was involved in a serious conversation with the school teacher. He was trying to find out why the educational standards were so low and why the teachers did not unite in an endeavor to better their working conditions and improve the educational standards. He told the teacher that back home in Chicago the teachers had gone on strike and refused to teach until their working conditions were improved. He also stated that since the teacher is a professional, it is up to the teacher to promote new and better methods of teaching and not wait for the school board or the government to initiate changes. The teacher merely smiled wanly, shrugged and changed the subject.

Why do you think the teacher did not seem to be interested in what George had to say?

- A. Teachers, like all Hondurans, are lazy. So long as they get paid, the teachers do not really care about educational standards.

Go to page 154

- B. Unions are illegal in Honduras.

Go to page 155

- C. Teachers in the villages are appointed by the government and have very little to say about what or how they teach.

Go to page 156

- D. The teacher himself was poorly educated and did not feel competent to discuss the matter.

Go to page 157

You chose A: Teachers, like all Hondurans, are lazy. So long as they get paid, the teachers do not really care about educational standards.

It is unlikely that a person would voluntarily become a teacher if he did not have some interest in helping to educate people. You have made two assumptions here that are not warranted by what you have read in this and past episodes. The assumptions are that Hondurans are lazy and that Hondurans have a strong affinity for money at the expense of other values. Do not make assumptions like this unless you have good reasons for doing so.

Reread the episode and make another choice.

Go to page 152

You chose B: Unions are illegal in Honduras.

This answer might explain the teacher's behavior, if it were the case. Have we given you any indication that unions are illegal? Do not make assumptions like this when you are going through the assimilator. Try to apply information you have already learned.

Reread the episode and make another choice.

Go to page 152

You chose C: Teachers in the villages are appointed by the government and have very little to say about what or how they teach.

Even if you were not aware of this you should have been able to apply the information you learned in the last episode, about the situation of the mayor, to this episode and the situation of the teacher. Their situations are somewhat similar. Teachers are required to conform rigidly to the curriculum laid down by the Honduran Board of Education, a department of the government. Not only that, but their position as teacher is dependent upon the government. It is quite often the case, that when there is a change in government, the teacher is out of a job and is replaced by another teacher. Under conditions of such instability the teacher is not in a position to exert much pressure upon the Central Government.

Go to page 158

You chose D: The teacher himself was poorly educated and did not feel competent to discuss the matter.

There may be some truth in this, but on what evidence are you basing your choice of this alternative? Use information you have already learned and try to apply it from one situation to another.

Reread the episode and make another choice.

Go to page 152

George and Dan were discussing the necessary steps in setting up a "Comedor Infantil", a free restaurant for children supported by the village for the purpose of assuring that the children at least have one good meal a day. Several of these had been started in various villages in the country and were proving to be quite effective.

They realized that after they got permission from headquarters and from the government, it would still be a problem to drum up interest in the village. They realized they would have to get the assistance of the Mayor. Dan suggested they talk to the teacher as he seemed like a pretty nice guy. George, remembering his conversation with him the day before, doubted that the teacher would be of much use. George, had by now, realized some of the ramifications of the political structure of the country and told Dan that the teacher had probably very little power or authority. Dan suggested that this may be true but he still might be able to sway a little opinion on the part of the villagers, after all he is one of the more important people in the village in spite of his apparent ineffectiveness in initiating change in the school.

Which boy had the best idea and why?

- A. George was right, the teacher had little authority or power.

Go to page 160

- B. Dan was right because the teacher was a "pretty nice guy" and was probably well liked in the village.

Go to page 161

- C. George was right because the teacher would not cooperate with the boys. After having lost the argument with George the other day, he had lost face.

Go to page 162

- D. Dan was right, because in spite of the situation in the school, the teacher was one of the more important people in the village.

Go to page 163

You chose A: George was right, the teacher had little power of authority.

It is true that the teacher has little ability to initiate educational reforms, but what about this other project? Is the situation the same? Think about this episode carefully and make another choice.

Go to page 158

You chose B: Dan was right because the teacher was "a pretty nice guy" and was probably well liked in the village.

The fact that the teacher was well liked in the village would certainly help when trying to bring about a community development project. But then, there are a lot of Hondurans who are "pretty nice guys" who do not necessarily carry any power. This alternative is only partly correct. There is a better alternative.

Go to page 158

You chose C: George was right because the teacher would not cooperate with the boys. After having lost the argument with George, the day before, he had lost face.

We have not emphasized the importance of "face-saving" anywhere in the assimilator, hence, you are making an unwarranted assumption. It may be that in this particular case, the teacher would resent George for the suggestions he had made but such a reaction does not follow from what you have already learned. Besides there was no mention made that the teacher had indeed been upset by the discussion.

Make another choice.

Go to page 158

You chose D: Dan was right, because in spite of the situation in the school, the teacher was still one of the more important people in the village.

This is the best alternative. While educational standards are low compared to the United States, the standards are quite even when compared from village to village. Thus, the Hondurans would not be likely to feel any lack of respect for the teacher because the standards in their village were low. The teacher is still one of the more important people in the village generally, and it would be wise to consult him, ask for his suggestions, and try to win his support. After all, he is in a position to know a considerable amount about the people in the village and the needs of the children.

Now go to page 164

Dan was involved in a discussion with several of the village men. They were pointing out to him why their village was not well off and why they could not get any improvements in the village. They complained that things would be much better if they had a better mayor. This one did not want to do anything for the good of the village and was lazy and selfish. Dan suggested that if things were really his fault as they say, and if they really wanted these changes they mentioned, then why not get a petition signed by all the villagers and present it to the Mayor, demanding that these changes be incorporated. He would have to listen to the voice of all the people. The villagers just looked at him as though they did not understand what he meant.

What factor of crucial importance is Dan not taking into account?

- A. Hondurans always blame all their problems on their leaders, whether they are responsible or not.

Go to page 166

- B. All mayors in Honduras are lazy and selfish.

Go to page 167

- C. Even if he wanted to help the people he could not since the Central government controls everything he does.

Go to page 168

- D. The mayor does not have to listen to the "voice of the people," as he is not really the representative of the people.

Go to page 169

You chose A: Hondurans always blame all their problems on their leaders, whether they are responsible or not.

Where did you get this idea? It may or may not be true but it is an assumption on your part. Try to think the episode through in the light of information you have already received. Reread the episode and make another choice.

Go to page 164

You chose B: All mayors in Honduras are lazy and selfish.

The fact that one appeared to be this way is no reason for assuming it is a national trait. You should be in a position to make a better choice than this.

Reread the episode and make another selection.

To to page 164

You chose C: Even if he wanted to help the people, he could not since the Central government controls everything he does.

You are right in realizing the importance of the government in the mayor's situation, however, the rest of this alternative is not quite true. It would be almost impossible for the Central Government to directly intervene in all the functions of village politics. The villages are so remote and travel and communication are so difficult that this would be virtually impossible. However, you are on the right track.

Choose another alternative.

Go to page 164

You chose D: The mayor does not have to listen to the "voice of the people," as he is not really the representative of the people.

Remember what you learned a couple of episodes ago that the mayor is not really the representative of the people. It is true that he is elected in the general election, but his name is merely placed on the ballot as representative of a certain party. Elections are strictly on a two-party basis. The man who represents the party at the village level, that successfully forms the government, becomes the mayor. He serves a six-year term and cannot succeed himself. He can be deposed by the Government if they are not satisfied with him. Now you should be starting to gain an understanding of some of the intricacies of politics in Honduras particularly as it applies to the village level. Government officials are much more responsive to the government than to the people. This does not mean that the mayor will naturally be ineffective and not concerned with the people. This is not so. Many mayors are extremely concerned with helping the villagers, but in many instances, their hands are tied. However, when occasionally a bad mayor is elected, the people just have to live with it.

Now go to page 170

After having lived in the village for ten days, Cliff and Don were talking about the total lack of sanitation facilities. They were sure that the latrine that the villagers had built for them was the only one in the village, and they were the only ones who used it. Somehow they were going to try to convince the villagers that such a situation was not healthy. Cliff was convinced that the villagers were ignorant and not much above being savages. Don, however, believed that they were uniformed and had never learned the importance of sanitation. Cliff said, "Look, the best way to get these people to dig and use latrines is to just go and tell them that they and their village are dirty and that they had better clean things up or they will all get sick and die. Surely they can see for themselves that the town is a pig pen. If we don't tell them, they'll think it's okay to live this way." He was all for going right then and telling the Mayor to get the people busy when Don stopped him. He knew Cliff would only get into trouble if he did that.

"Wait, Cliff," he said. "Give me a chance to think about this for a day or two. Maybe I can come up with a better idea." Cliff agreed and next day he overheard Don explaining to some of the people about how some people in Guatemala use human excrement as a fertilizer. He said that there people dig a hole in the ground and bury all their excrement in it. Then they cover it up and plant a banana tree in the hole. This provides very good fertilizer for the tree and it grows rapidly. As soon as one hole is full, they dig another and another. They get many more bananas that way. When Cliff heard this he smiled cynically to himself and walked away. The next day he noticed one of the men digging a hole behind his house.

We can assume that Don's idea worked. What do you think was the most important reason the villager accepted the "suggestion," but might not have paid any attention to what Cliff was about to tell him the day before?

- A. Don had a much nicer personality than Cliff. The villagers liked him better and so would listen to him and follow his suggestions.

Go to page 172

- B. Don did not criticize the people directly as Cliff was going to. Instead he offered a suggestion that indirectly solved the problem.

Go to page 173

- C. Hondurans think highly of Guatemalans and therefore would readily do what they believed the Guatemalans would do.

Go to page 174

- D. Villagers are like children. They will do and believe anything you tell them so long as you do it nicely and in a friendly manner.

Go to page 175

You chose A: Don had a much nicer personality than Cliff. The villagers liked him better and so would listen to him and follow his suggestions.

This may be true, that Don was liked better than Cliff, but this is certainly not the most important idea expressed in this episode. Try again.

Go to page 170

You chose B: Don did not criticize the people directly as Cliff was going to. Instead, he offered a suggestion that indirectly solved the problem.

This is the best alternative and an important idea for you to learn. Villagers react with considerable anger when an outsider directly criticizes them or their village. They may realize they have faults but you do not have any right to come right out and say so. You can be much more effective in dealing with the people, if you remember to treat them with the kindness and hospitality you would expect from a guest from a foreign land. By all means make suggestions that will be useful and possible for the villagers to implement, but do so indirectly. Note how Don succeeded in getting the villagers to cooperate, not by pointing out the dangers to their health, which the villagers might not understand because of their lack of medical sophistication, but rather he presented his idea at a level which the villager could understand. He also did it in a friendly uncritical manner.

Now go to page 176

You chose C: Hondurans think highly of Guatemalans and therefore would readily do what they believed the Guatemalans would do.

It is true that generally the two countries are on friendly terms, as are all the Central American Republics, but it hardly amounts to hero worship such as is suggested in this alternative. There is another idea in this episode that is very important for you to understand. Read the episode carefully and make another choice.

Go to page 170

You chose D: Villagers are like children. They will do an believe anything you tell them so long as you do it nicely and in a friendly manner.

It is true that the manner in which you interact with a villager is very important. They react warmly to displays of kindness and friendship as you have already learned.

You have done well to realize the importance of this, however, you are not entirely correct. What of the rest of the assumption in this alternative? There has been no indication that the villagers are as naive as children. Many villagers are very smart and spot phoniness rapidly. This you should have already learned also. You are on the right track. Think carefully and make another choice.

Go to page 170

Ramon, an Honduran villager, was working on a building project with several Amigos. He was asked to give his suggestions concerning the way the project should be carried out. Immediately after he finished talking, Jim, one of the Amigos, said in a clear voice that he disagreed with Ramon's proposals. Then he pointed out a number of specific difficulties that Ramon's approach would incur for the project as a whole and the village.

After the meeting, Ramon told Jim and the other Amigo that he would not be able to work on the project with them as they had planned because he just remembered that he had to leave the next day to take his pigs to market. When the two boys expressed disappointment and suggested that perhaps the pigs could wait for a few days, Ramon told them that his pigs could not wait, and that they were more important to him than the village building project.

Assume that you were one of the Amigos. Which of the following thoughts would you regard as most likely to be a correct analysis of the situation?

- A. Ramon was offended because Jim had disagreed with his ideas in front of others.

Go to page 178

- B. Ramon was selfish and placed his own desires above the good of the village.

Go to page 179

- C. Ramon did not realize how involved the project would be and was looking for an excuse to stop working on it.

Go to page 180

- D. Ramon really wanted to work on the project but it was essential that he get his pigs to market the next day as the price was at its peak.

Go to page 181

You chose A: Ramon was offended because Jim had disagreed with his ideas in front of others.

Correct. In Honduran culture, criticisms of a man's ideas are taken personally. Ramon interpreted Jim's criticism of his proposal as a criticism of Ramon personally. Thus, he no longer wanted to be friendly with a man who had openly criticized him in front of others, thereby lowering his status. In Honduran culture, there is no way to directly criticize a man's ideas without personally insulting him. There is no separation of a man from his job or his ideas.

Go to the next passage on page 182

You chose B: Ramon was selfish and placed his own desires above the good of the village.

Incorrect. While the last part of the statement is generally true regarding most villagers, there is some indication that Ramon had been willing to cooperate, but something happened. What?

Reread the passage and make another choice.

Go to page 176

You chose C: Ramon did not realize how involved the project would be and was looking for an excuse to stop working on it.

This occurrence is quite often the case among villagers in Latin America, however, you have missed a major point. What happened in the episode immediately preceding Ramon's decision not to continue work on the project?

Reread the passage and make another choice.

Go to page 176

You chose D: Ramon really wanted to work on the project, but it was essential that he get his pigs to market the next day as the price was at its peak.

You have made an unwarranted assumption. A Honduran villager very seldom has to do anything "immediately." Also, as a general rule, it requires a walk of several days to move pigs to market as the roads are extremely winding and the market is in the capitol city (Tegucigalpa) many miles away. It is also doubtful that Ramon would have any foreknowledge of the market price as there is virtually no communication between the villages and the capitol.

Reread the passage on page 176 and make another choice.

Go to page 176

John Wilson had been in Honduras with the project the year before. He felt he had learned a great deal about the Honduran temperament and realized some of the problems in mobilizing Hondurans to support a village project. As he had this understanding and knowledge, he felt that he could speed up the process of getting cooperation. He reasoned that he could put this knowledge to good use and would be successful in cutting a lot of corners.

One of the major projects John wanted to complete was to improve the sanitation facilities in the village. He knew what was needed and he was aware of some of the improvements that had been initiated in other villages.

As he had only three weeks to get the project done, he felt the need for speed. The day he arrived in the village he held a conference with the Mayor and the village Secretary, spoke with the teacher, talked to many of the village merchants and located an informal leader in the village, who also happened to be fairly wealthy by village standards, and received his indication of support. That evening he called a general meeting of the village at which he pointed out the improvements he wished to make. He asked the Mayor and the other leaders for their comments and allowed them to speak. All the time he listened carefully to what they had to say and was careful not to criticize them, but subtly guided their comments into apparent support of his program. After listening to all the leaders, he gathered up the plans with a flourish and stated, "Well, friends, it is decided. We shall follow these plans and implement this program which will be for the good of the village. All those men who are able to work on the project should meet here tomorrow morning and we shall start right in."

John was very pleased with the reaction at the meeting. No strong opposition had been raised and he seemed to have been quite well accepted by all who were there. However, the next morning no one showed up.

What do you think best explains why the villagers did not come to take part in the project the next morning?

- A. The villagers really did not want the project and were not disagreeing with John at the meeting because to do so would be inhospitable.

Go to page 184

- B. John had offended the villagers by suggesting that their sanitation facilities were faulty and primitive.

Go to page 185

- C. John did not allow sufficient time for both he and his idea to be accepted.

Go to page 186

- D. The villagers were offended by John's manipulations of them at the meeting.

Go to page 187

You chose A: The villagers really did not want the project and were not disagreeing with John at the meeting because to do so would be inhospitable.

There is a certain amount of truth in this alternative. The villagers probably would be careful not to offend John publicly by disagreeing with him, however, this is not the main point of this episode. There is no reason for supposing that the villagers did not want the project, and were actively opposing it.

Think about the episode and the situation in the light of what you already know about Hondurans and village life and make a better choice.

Go to page 182

You chose B: John had offended the villagers by suggesting that their sanitation facilities were faulty and primitive.

There is no evidence in the episode to suggest that they were offended or that they resented John's attitude toward their sanitation facilities. There is also no evidence to support the assumption that John suggested to the villagers that their facilities were faulty and primitive. Hondurans will generally listen to any ideas relating to improving conditions. You have missed the point.

Reread the episode and make another choice.

Go to page 182

You choseC: John did not allow sufficient time for both he
and his ideas to be accepted.

Note that the project is always referred to as HIS project. It is not really the project of the villagers. The Honduran reaction would be to lack any real enthusiasm about the project, at least enough to be concerned with implementing it, until they had had time to think about it. John has made a crucial mistake. It is true that he had gained a considerable knowledge of the customs and needs of the villagers. But did the villagers have this knowledge of John? It is all right to learn about another culture and feel you have an understanding of the culture. However, it is another thing to be able to put these ideas to work. There are certain aspects of culture that cannot really be bypassed. The Honduran villager must be allowed time to accept John as a friend and to think about the project he has suggested. He may even be persuaded to implement it, but this change is not going to take place overnight. John forgot that while he had learned about the Hondurans, they had not learned about him, and cross-cultural interaction is a two-way street.

Go to page 188

You chose D: The villagers were offended by John's manipulations
 at the meeting.

There is no evidence that they were aware of his manipulations.
The episode states that "he subtly guided their comments into apparent
support of his program." However, there is a clue contained in the
quote above. Look for it and think over the situation carefully.

Go to page 182

The two girls were asking the Mayor where they could start giving English classes. They suggested that perhaps they could use the schoolhouse since it was not being used. The Mayor looked at them quizzically and said they could use it during the evening all right, but during the day it was busy with regular school work and the Mayor did not think the teacher would like the girls coming there to teach English during class hours.

The girls were very surprised. They knew that by law all children between the ages of 7 and 15 were required to attend school, however, they had seen so many children out playing and working in the fields during regular school hours that they had assumed the school was closed for holidays.

What reason best accounts for the misunderstanding in this episode?

- A. The Mayor was not very cooperative and did not want the girls to give English classes so he was making excuses.

Go to page 190

- B. In Honduras there are so many children that they have to go to school in shifts. The children the girls saw playing and working also attended classes at night.

Go to page 191

- C. In spite of the law, school attendance in the villages is casual.

Go to page 192

- D. The Mayor knew that attendance would be poor during the day because everyone would be working, so he was subtly suggesting that the girls run the English classes at night.

Go to page 193

You chose A: The Mayor was not very cooperative and did not want the girls to give English classes so he was making excuses.

If this were really the case the Mayor probably would not have volunteered use of the school during the evening, but would have refused the use of it at all times.

Reread the episode and make another choice.

Go to page 188

You chose B: In Honduras there are so many children that they have to go to school in shifts. The children the girls saw playing and working also attended classes at night.

This does occur in some of the secondary schools in the larger cities, but night classes are almost non-existent in the villages. Besides, why would the Mayor suggest the availability of the school at night if it was used for school?

Reread the episode and make another choice.

Go to page 188

You chose C: In spite of the law, school attendance in the villages is casual.

This is the best alternative. School attendance, like most other aspects of life in the village is casual. While it is expected that children should attend school, many children still do not attend every day. In many instances their assistance is required in the fields and when this conflicts with school classes, the children usually do not attend. Also, many parents are not convinced of the value of education and do not enforce regular attendance. As a result, the illiteracy rate in the villages is very high, in some cases approaching 70%.

go to page 194

You chose D: The Mayor knew that attendance would be poor during the day because everyone would be working, so he was subtly suggesting that the girls run the English classes at night.

Is it necessarily true that attendance would be better during the evening than the day? Remember the restriction not allowing women on the streets after dark. Also bear in mind that few villagers "work" a full North American-type workday. Much of their work time is spent in the fields tending their crops, and they can quite easily arrange their work time to allow them to take part in other activities.

Reread the episode and make another choice.

Go to page 188

George and his friend had made plans to visit some of the surrounding Aldeas (very small villages, or hamlets). As they intended to travel quite a considerable distance, they decided to rent some burros. They went to the Mayor of their village who promised to have two burros ready for them the following morning. The boys were up early and ready to leave by eight o'clock. When the burros had not arrived by 8:30, they went in search of the Mayor. He told them the man with the burros was up in the hills and would be back about 10 o'clock. The boys waited and finally the man arrived at 11:00. He told them that he had some burros, but that he would not be able to get them that day since someone else had them. He said that if they wanted to leave the next day, he would have them for them by 8:00 the next morning. The boys were annoyed and told the man that since they were paying for the use of the burros, they expected that he would have them ready for them. The man just shrugged. The boys realized there was nothing else for them to do so they agreed to wait till tomorrow. After searching for the man the next morning, they finally found him at 9:30. He told them he had forgotten about the burros but would have them for them in a few minutes. At 11 o'clock he finally showed up with only one burro stating that the other one was still away and the boys would have to take turns riding and walking.

Which alternative best describes the reason for the behavior in the episode?

- A. Hondurans are inconsiderate.

Go to page 196

- B. Neither the Mayor nor the other man really believed the Amigos would pay for the burros, so they were not putting themselves out.

Go to page 197

- C. Hondurans have many different values than North Americans. One of them is very little concern for the passage of time.

Go to page 198

- D. The man with the burros and the Mayor both felt that the Amigos should not visit the Aldea. They felt the boys should spend all their time in the village, so they were making it difficult for them to make the trip.

Go to page 199

You chose A: Hondurans are inconsiderate.

By now you should have realized that this just is not so. Hondurans are very hospitable and easy to get along with. They would not consciously be inconsiderate to a visitor.

Think this over more carefully. Reread the episode and make another choice.

Go to page 194

You chose B: Neither the Mayor nor the other man really believed the Amigos would pay for the burros, so they were not putting themselves out.

This choice is not consistent with what you have already learned about the hospitality and friendliness of the Honduran.

Reread the episode and make another choice.

Go to page 194

You chose C: Hondurans have many different values than North Americans. One of them is very little concern for the passage of time.

This is the alternative that you should have been able to choose by a process of elimination, if nothing else. The other alternatives are either inconsistent with the idea of Honduran hospitality or else emphasize only individual personality differences of one or two people.

An incident such as the one described in this passage could occur, and does, many times in Honduras. By North American standards, Hondurans are unreliable. However, you cannot use North American standards when you are interacting with people of another culture.

The Honduran conception of time is somewhat different than that of the North American. The villager is not at all concerned with what we would call procrastination. He does things if and when it pleases him and cannot easily be pushed. It is not so much that he is stubborn or inconsiderate, it is just that he cannot understand why anyone else should be in a hurry when he is not. This is by and large a general aspect of village life. It is slow and easy. What does not get done today can just as easily wait till tomorrow, or next week. You will encounter this and have to contend with it in all your dealings with Hondurans.

Go to page 200

You chose D: The man with the burros and the Mayor both felt that the Amigos should not visit the Aldea. They felt the boys should spend all their time in the village, so they were making it difficult for them to make the trip.

It might be possible that this explanation could account for an isolated incident, but the assimilator is not concerned with isolated incidents. An attitude such as that expressed by the Mayor and the other man is not really consistent with what you already know about the hospitality of the Hondurans. While there might be one or two Hondurans who feel this way it would certainly not be a general attitude.

Reread the episode and make another choice.

Go to page 194

A group of team members from several villages had gathered for a Sunday picnic. As was to be expected they soon started telling each other of their experiences. As the episode with the burros had occurred the day before, it was fresh in George's mind and he was busy relating it to Jim Simpson a team member from another village. He complained about how inconsiderate the Hondurans were. Jim was very surprised and stated that they had set out to pay a similar trip to the surrounding Aldeas. When they had returned they realized that they had left some important medicine at the Aldea and would need it the following day. They were exhausted from their trip, it was starting to rain, and they knew it would be dark before completing the return trip as the Aldea was a two to three hour ride away. One of the villagers who had been quite friendly with them before volunteered to go for them. They were astounded that anyone would readily volunteer to undertake the trip when it had been their negligence in forgetting to bring the medicine. However, the villager happily set out in the rain, returning about midnight, drenched, but with the medicine. Jim stated that he felt the Hondurans were very considerate people and very generous. He doubted that even a close friend back home would have done as much.

Which alternative best accounts for the behavior indicated in this episode?

- A. The villager was attempting to win the boys' approval as he had a favor he wished them to do for him.

Go to page 202

- B. What a Honduran will not do for money or at someone's request, he will often undertake for friendship.

Go to page 203

- C. The villager expected a nice big fat tip from the boys when he returned.

Go to page 204

- D. The villager was an exception.

Go to page 205

You chose A: The villager was attempting to win the boys' approval
as he had a favor he wished them to do for him.

You have no basis for making this selection. There is no evidence
either in this episode or in past episodes that a typical Honduran would be
motivated in this manner.

Do not make these kinds of assumptions. There is an alternative that
relates to some of your past learning.

Reread the episode and make another selection.

Go to page 200

You chose B: What a Honduran will not do for money, or at someone's request, he will often undertake for friendship.

As you must have realized by now, Hondurans are generally a very hospitable people and this alternative is a reflection of that aspect of their life. While it is true that an incident as described may not be a commonplace occurrence, the point of the episode and the one that preceded it is that Hondurans do not accept the North American value system that relates to financial reward. It is generally much more effective to endeavor to elicit a Honduran's cooperation through friendship rather than through the promise of money. While the country is very poor and the life of the villagers is one of considerable hardship, the villager does not accept the idea of financial reward as one of the solutions to his problems. Money is of general value only so long as the next meal is taken care of. When the villager is not hungry, money or the promise of money is a poor means of motivation. If the Honduran likes you and you show yourself to be hospitable and friendly, he will generally be much more inclined to help you as a matter of course.

Now go to page 206

You chose C: The villager expected a nice big fat tip from the boys when he returned.

Perhaps someone from your culture might be motivated in this manner and expect a tip, but you have not received any information to suggest that Hondurans react in the same manner.

This alternative is incorrect. Reread the episode and make another choice.

Go to page 200

You chose D: The villager was an exception.

Generally speaking, you will not find examples of unique or exceptional behavior in the assimilator. Whatever the reason that prompted the villager to do the favor, the motivation was not exceptional.

Reread the episode and make another choice.

Go to page 200

As most Hondurans go barefoot they quite often injure their feet and consequently suffer from infections. Worms which work their way in through the open sores on their feet and infect their entire bodies are also a prevalent disease. Michele and Beth were talking about how they could help these problems. They realized that the reason why most Hondurans do not wear shoes is because they can't afford to buy them. Michele remembered that she had seen Mexicans cutting a type of crude sandal out of old truck tires. She and Beth decided to try to teach the villagers how to do the same thing. They first elicited the help of the schoolteacher, who had some knowledge of rudimentary health measures. They asked her to talk to the children about the importance of keeping their feet covered. They convinced the Mayor of the value of the project and also contacted various other officials of the village and some of the more influential villagers.

The girls then called on each person in the village and to the best of their ability, in broken Spanish explained how to go about making these sandals. The villagers seemed generally to be impressed and agreed that it might be a good idea. The girls reasoned that since there was a service station in the town nearby, the villagers could request the owner to save his old truck tires instead of burning them, and give them to the villagers. They agreed that maybe he would. Two weeks later the girls were still talking about the idea and the villagers were still agreeing with them that it sounded like it might be a good idea, but no one had made any sandals and no one had spoken to the owner of the service station.

What is the most important reason why the project never really "got off the ground"?

- A. While the villagers agreed that it was a good idea, no one was prepared to go about taking care of the organization of the project and getting it underway.

Go to page 208

- B. Since the girls spoke only broken Spanish, the villagers did not realize what it was they were talking about.

Go to page 209

- C. The villagers realized that the owner of the service station would not donate his old tires. He would charge the villagers for them and they could not afford to pay him.

Go to page 210

- D. The villagers did not really want to be bothered with doing it, and knew that the girls would soon be leaving the village so agreed with them, just to be nice.

Go to page 211

You chose A: While the villagers agreed that it was a good idea, no one was prepared to go about taking care of the organization of the project and getting it underway.

This is the correct alternative. You must realize that Honduran villagers are not equipped with the talent for organization as are many North Americans. We North Americans get lots of practice in organizing various projects from school plays or newspapers, to garden parties or the Chamber of Commerce, and hundreds of other organizations that we are involved with throughout our lives. Give a North American a good idea and there will always be someone with the talent to carry it out. Do not assume that such is the case in Honduras. Villagers just have had no experience in organizing projects for the welfare of the community. While not selfish, their lives are built around taking care of their own welfare and that of their family. In order for the project to be a success it was necessary that the girls take care of most of the details themselves from talking to the service station owner to actually sitting down with the villagers and showing them how to make the sandals. It is not that the villagers lack the intelligence to do these things themselves, but they have just never been required to develop organizational talents as have North Americans. It is difficult for us to realize that organizational ability, even on this small scale, is something that must be taught. Because we have been involved in organizations so much of our lives, it has become second nature to us.

Go to page 212

You chose B: Since the girls spoke only broken Spanish, the villagers did not realize what it was they were talking about.

It is inconceivable that the girls could have spoken to so many people about the project, and had the villagers agree with them, without the villagers knowing pretty well what the girls had in mind. This is a poor choice.

Reread the episode and make another choice.

Go to page 206

You chose C: The villagers realized that the owner of the service station would not donate his old tires. He would charge the villagers for them and they could not afford to pay.

From what you already know about the hospitality and friendliness of the Hondurans, you should not have made this choice. Also if such were the case, the villagers would surely have told the girls that he would probably not donate them rather than agreeing that he would. Besides, what did you just learn about the relative lack of importance placed on money in the villages?

Reread the episode and make another choice.

Go to page 206

You chose D: The villagers did not really want to be bothered with doing it and knew that the girls would soon be leaving the village, so agreed with them just to be nice.

There is considerable temptation to choose this as the correct alternative, but it is not correct. While this might seem to be the reaction of many Hondurans it is not necessarily so. Villagers generally will accept an idea that they think is feasible if it is presented in the correct manner, and from what you have learned already, the girls were careful to elicit the right kind of assistance. Obviously the villagers were prepared to go ahead with the project. What was stopping them?

Reread the episode and make another choice.

Go to page 206

Mike and Frank, two Amigos working in Honduras, decided that they would like to set up an adult education class in English in their village. They first went to the village Mayor to discuss their plan and ask his advice. After receiving the Mayor's support, the boys felt that the next step would be to contact interested villagers. They thought that the best way to do this would be to call a meeting to check the actual amount of interest and to set up a convenient time for the classes.

The boys decided to call the meeting for the noon hour. They reasoned that this would be the only available hour during the working day for Hondurans, as it is for Americans. They put up posters around the village announcing the meeting a day in advance.

The next day the boys waited in the clinic where the meeting was to be held. They waited from noon till two o'clock but no one came. In fact, there were very few signs of life in the village at all. The boys were quite disappointed, and decided to abandon the project, believing the villagers were 't interested.

Why didn't any of the villagers come to the meeting?

- A. Most villagers can't read or write Spanish; it is ridiculous to think they would be interested in learning English.

Go to page 214

- B. The villagers were annoyed because they were not personally invited to the meeting. The posters were considered an insult.

Go to page 215

- C. The villagers were all in their homes taking an afternoon siesta.

Go to page 216

- D. The villagers resented the fact that the meeting was to be held during their lunch hour. They felt it should have been set up during the early evening.

Go to page 217

You chose A: Most villagers can't read or write Spanish; it is ridiculous to think they would be interested in learning English.

The fact that many of the villagers are not literate in their own language does not mean they are disinterested in learning. It is more the result of the very poor educational system in Honduras which does not provide a good opportunity for learning

The fact that the Mayor gave the boys his support should have been an indication that there was interest in the village. In the past, projects like this have been carried out successfully by Amigos teams in Honduras.

Reread the passage carefully and make another choice.

Go to page 212

You chose B: The villagers were annoyed because they were not personally invited to the meeting. The posters were considered an insult.

There is nothing in the episode that could logically lead you to this choice. You have previously learned that posters, when properly prepared, can be a very effective means of communication in a Honduran village.

Reread the episode looking for clues to the right alternative.

Go to page 212

You chose C: The villagers were all in their homes taking an afternoon siesta.

You have chosen the correct alternative. This custom goes along with many other things you have learned. The idea of taking life slow and easy, of the unimportance of time, all should have led you to choose this as the right alternative.

Everything in Honduras closes down from noon until two every afternoon. This is true of almost all of Latin and Central America. One of the reasons is the heat of the day. Noon until two is the hottest time. Also lunch in many places is a pleasurable, leisurely meal, not a hurried minor consideration of bodily needs. It is necessary to work around customs like these in other cultures. However, the Hondurans, if enthusiastically inclined toward a project, would forego such a custom to work, especially out of friendship.

Go to page 218

You chose D: The villagers resented the fact that the meeting was to be held during their lunch hour. They felt it should have been set up during the early evening.

There is little in the episode to recommend this alternative. From what you should have learned about the Hondurans, you should have rejected it. It is unlikely that the villagers would resent such an attempt by the boys.

Reread the episode and make a better choice.

Go to page 212

Dan and George were becoming exceedingly frustrated. For two weeks they had been trying to mobilize the town into gaining support for developing a "Comedor Infantil." But this project was not off the ground.

The boys had received permission from headquarters and from the government to go about the project; they had spoken at length with the Major who agreed that it would be a good idea and that he would help. The boys had organized a town meeting at which they outlined the plan and carefully assured that everyone there had a chance to speak. The boys listened carefully to each suggestion and criticism, and were careful not to openly criticize anyone's ideas but discussed each suggestion. Still, they were no further ahead than when they started. The boys at headquarters were beginning to kid them about their project and bet that it would never get started. The two boys in desperation went back to the Mayor and asked him to help. They reminded the Mayor again that he had promised his assistance, yet why were they not progressing faster. The Mayor re-stated that he was for the idea and that he was doing all that he could and that the boys must be patient.

As the boys left the Mayor, more downcast than ever, they noticed a small group of men listening to another man who was involved in animated conversation with them. As the boys approached the man stopped talking and the group turned to stare at the two boys. They did not look friendly. Dan recognized the man who was doing most of the talking as one of the more wealthy persons in the town. Several people had pointed him out to Dan several days ago and told him what a nice man he was and how wealthy he was.

The two boys returned to their house in silence; George still annoyed with the uncooperativeness of the Mayor and the whole town, but Dan returned with the dawning of a realization of what might be at the base of their problems.

Why had the boys had so much trouble trying to initiate their project?

- A. Houndurans are just naturally lazy and slow to accept any new ideas. They really do not want to change.

Go to page 220

- B. The Mayor was two-faced. He was afraid that he would lose prestige if the boys were successful in developing the project.

Go to page 221

- C. The Mayor, while the official representative of the village, was not necessarily the leader of the village. He could not really be effective in mobilizing public support himself because some of the townspeople were against the project and the two boys.

Go to page 222

- D. The boys had offended the people of the village by trying to push across an idea of their own without consulting them.

Go to page 223

You chose A: Hondurans are just naturally lazy and slow to accept any new idea. They really do not want to change.

This may be partly true, although the definition of just what constitutes laziness is rather important. Because a person does not progress at the speed you think he should and has different values than yours does not indicate that he is lazy. The fact that many people showed up at the meeting and discussed the project indicated that they were really not opposed to the idea.

Reread the passage and try again using all the information in the episode.

Go to page 218

You chose B: The Mayor was two-faced. He was afraid that he would lose prestige if the boys were successful in developing the project.

The episode specifically states that the boys went first to the Mayor and asked for his assistance. This would give the Mayor plenty of opportunity to take as much of the credit as he wished if he so desired. This alternative does not follow logically from the information in the episode.

Try again.

Go to page 218

You chose C: The Mayor, while the official representative of the village, was not necessarily the leader of the village. He could not really be effective in mobilizing public support himself because some of the townspeople were against the project and the two boys.

In this case, this was the most logical alternative. The other alternatives could have been eliminated by examining the situation carefully and analytically. The Mayor is an elected official only in that his name is included on the ballot and he is chosen for this position by the government officials. He, therefore, is not necessarily the leader of the village, or the most powerful or effective man in the village. In many cases there is another person, sometimes the ex-Mayor or perhaps the richest man in the village who has, in many instances, more power than the Mayor. It may also be the most popular person was the choice of the Mayor of the defeated party. He may exert a considerable amount of influence with the villagers and it is extremely important to elicit his support in any village project. The villagers realize this and in many instances will be happy to inform you of the power structure if you ask them in a nice way. Sometimes even the Mayor himself will tell you if there is someone else you should contact. Although you must never ask the Mayor if there is such a person because he would be offended. If the Mayor does not offer this information voluntarily, a few discreet inquiries of friendly villagers should tip you off as to the factional disputes and the lines of informal power.

In the episode you have just read, the man addressing the group on the street was obviously the man of power in this village. Note the cues given

to the two boys by several villagers who pointed this man out to them. It is true the villagers did not say "go to him for help," they would not do this as they are not sure as to what your reactions would be and what political alliances you yourself may represent.

Go to page 224

You chose D: The boys had offended the people of the village by trying to push across an idea of their own without consulting them.

If you read the episode carefully you should realize that this just is not so. The passage states that the boys asked the Mayor for help and carefully listened to the ideas of the villagers and discussed them in such a manner as to not offend them. This is not the correct alternative.

Reread the passage closely and pay close attention to all the information.

Go to page 218

Charley and Mark were in their Honduran village for a few days before they were able to get adequate supplies to open their clinic. When the necessary materials were finally brought in, they stored them carefully on their shelves, deciding to use them as sparingly as possible in case more should not be available. After a few days they noticed that their supply of bandages was decreasing at a faster rate than they seemed to be using them. Some of their other supplies also appeared to be lower than expected. The boys decided that they would have to watch their supplies more carefully to learn if someone was stealing.

After several days they realized that supplies were missing soon after the visits of a villager named Francisco, who occasionally helped around the clinic. The next time Francisco came into the clinic, Charlie watched him closely. When he felt he was not being observed, Francisco reached into the supply cabinet, taking out two tubes of ointment. The boys confronted him with this evidence and with their knowledge of his other thefts. Francisco admitted taking a small number of things, adding defensively that "You have so much and I was just taking a little bit,"

Charlie and Mark felt that they ought to tell the Mayor about the thefts. When they went to see him, they were surprised that the Mayor did not seem upset over the affair and even intimated that Francisco's excuse may have been justified. The boys left the Mayor in considerable anger and confusion. They could not understand why he had refused to take action against an admitted thief.

Why did the Mayor refuse to take action against Francisco?

- A. To the Honduran villager, taking a few small things is not considered stealing. Such behavior is accepted and may even be rewarded in some instances

Go to page 226

- B. The administration of justice is very complex in Honduras. The Mayor felt that the thefts were too insignificant to go to the trouble of prosecuting Francisco.

Go to page 227

- C. Francisco anticipated that the boys would complain to the Major. He managed to see the Major first and promised him part of the money he had made from the supplies he had sold in return for protection

Go to page 228

- D. Stealing is a very serious offense in Honduras, punishable by many years imprisonment. The Mayor did not think the thefts significant enough to warrant such a stiff punishment and therefore ignored the complaint.

Go to page 229

You chose A: To the Honduran villager, taking a few small things is not considered stealing. Such behavior is accepted and may even be rewarded in some instances.

The average Honduran villager lives in constant economic poverty. Many more families are actually living on the edge of starvation than are living within a comfortable, stable income even by Honduran standards. As a result, poverty and the small attempt to overcome it, at least temporarily, through petty thievery are accepted as part of the Honduran way of life.

Allowing poor persons to take a few small things from those who are rich may even be considered a means of assisting the poor. Wealthy Hondurans would not be surprised by Francisco's answer, "You have so much and I was just taking a little bit," and would probably consider it a legitimate defense.

The Mayor hinted at this in his answer to the boys, and he may have been taken aback by their complaint. While such theft is formally against the law, the laws are bent or broken quite often, particularly when the offense is relatively minor, as was this one.

Go to page 230

You chose B: The administration of justice is very complex in Honduras. The Mayor felt that the thefts were too insignificant to go to the trouble of prosecuting Francisco.

You are on the right track in being alerted to the attitude of the Mayor, however, we have not mentioned anything about the administration of justice anywhere in the assimilator.

Reread the episode and make another choice.

Go to page 224

You chose C: Francisco anticipated that the boys would complain to the Mayor. He managed to see the Mayor first and promised him part of the money he had made from the supplies he had sold in return for protection.

This choice is inconsistent with other information you have already learned regarding the Honduran attitude toward money. Also, who would he be selling the bandages to? The villagers undoubtedly could not afford to buy them.

Reread the episode and make another choice.

Go to page 224

You chose D: Stealing is a very serious offense in Honduras, punishable by many years imprisonment. The Mayor did not think the thefts significant enough to warrant such a stiff punishment and therefore ignored the complaint.

You are probably right about the attitude of the Mayor, but where have you learned that stealing is a very serious offense. Surely the Mayor would be more concerned, particularly when you put together the idea of the virtual political appointment of the Mayor and his position as a Central Government representative.

Reread the episode.

Go to page 224

You have now completed your training on Honduran culture by the use of the Culture Assimilator. That does not mean that you are now an expert on Honduras, nor that there is no more which you will be able to learn in other ways. Quite realistically, the materials in the Culture Assimilator can only provide some surface knowledge of Honduran culture.

An important question which may occur to you after finishing this program is just what use you can make of it. The authors of this training program intended it to be an instrument which you can enjoy to help you avoid some types of cultural misunderstandings and to help you analyze situations in which misunderstandings do occur. You should now have a somewhat better ability to recognize cultural cues in various interpersonal situations and to use this information to make for more efficient and more pleasant intercultural encounters.

(END)